

FIG. 1A

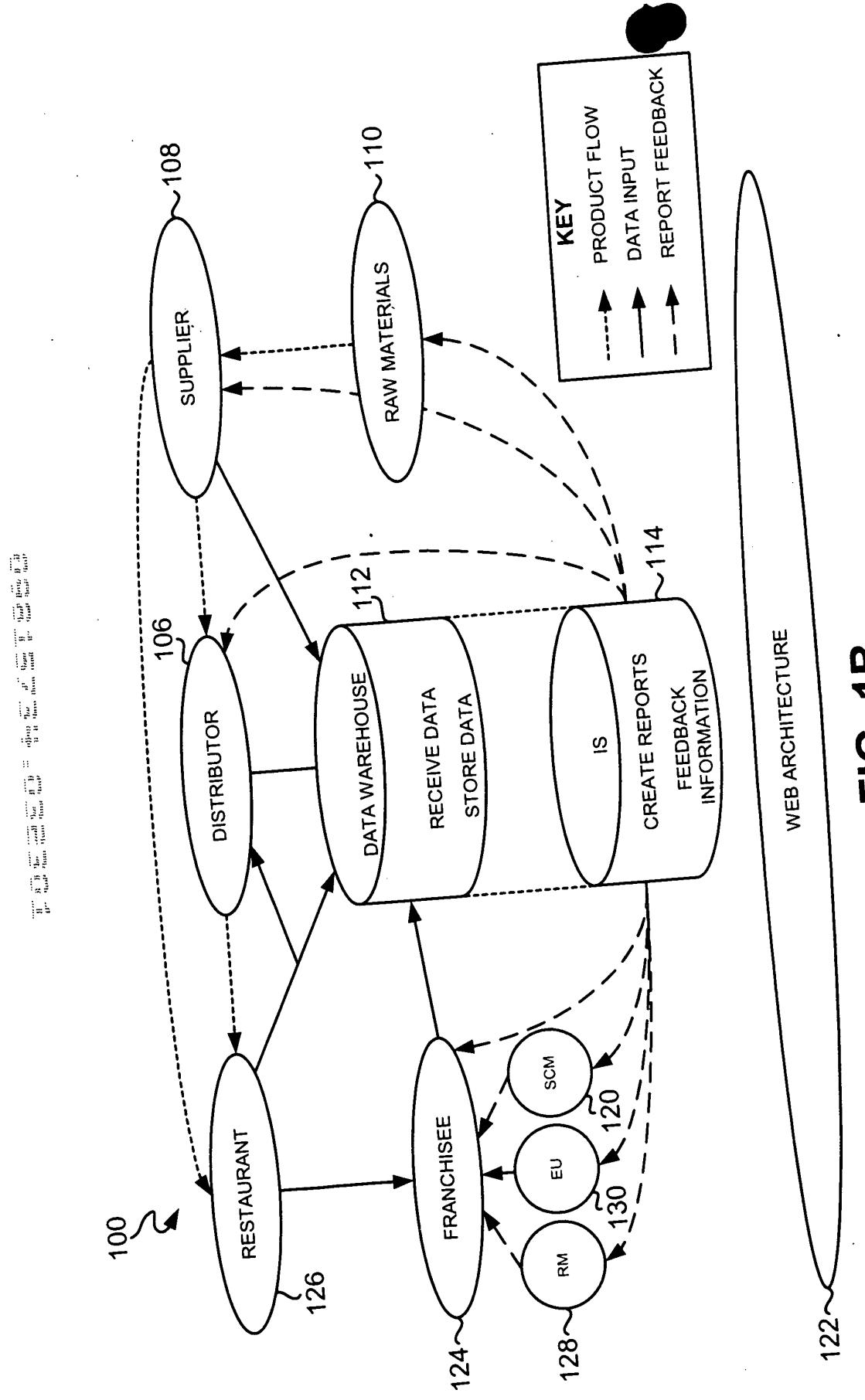


FIG. 1B

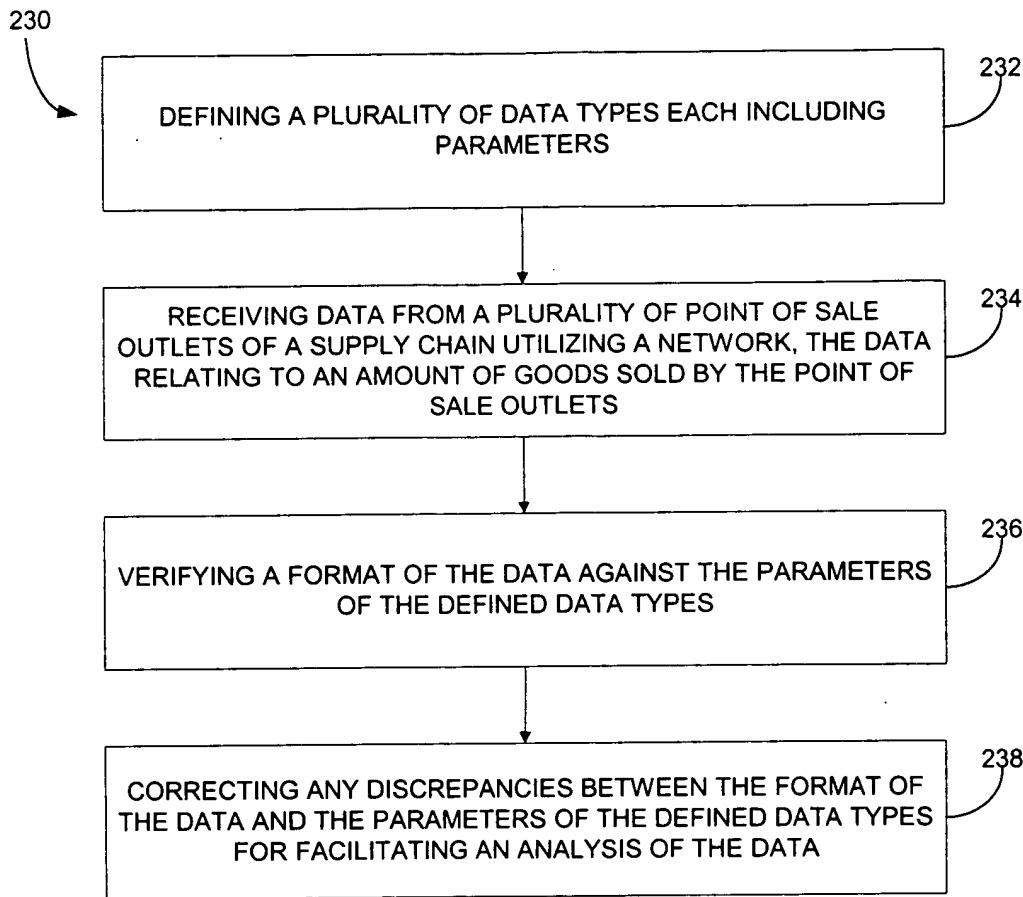


FIG. 2

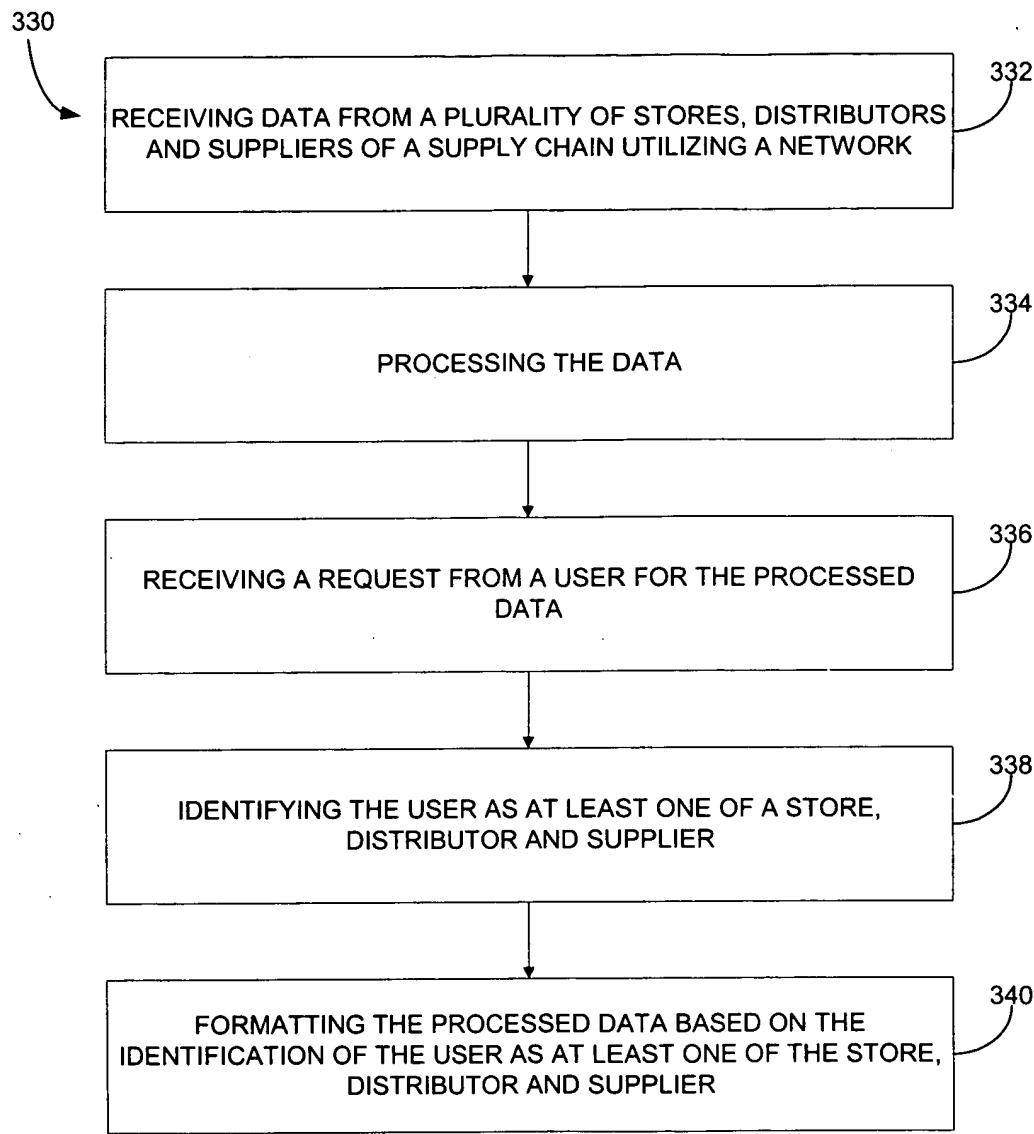


FIG. 3

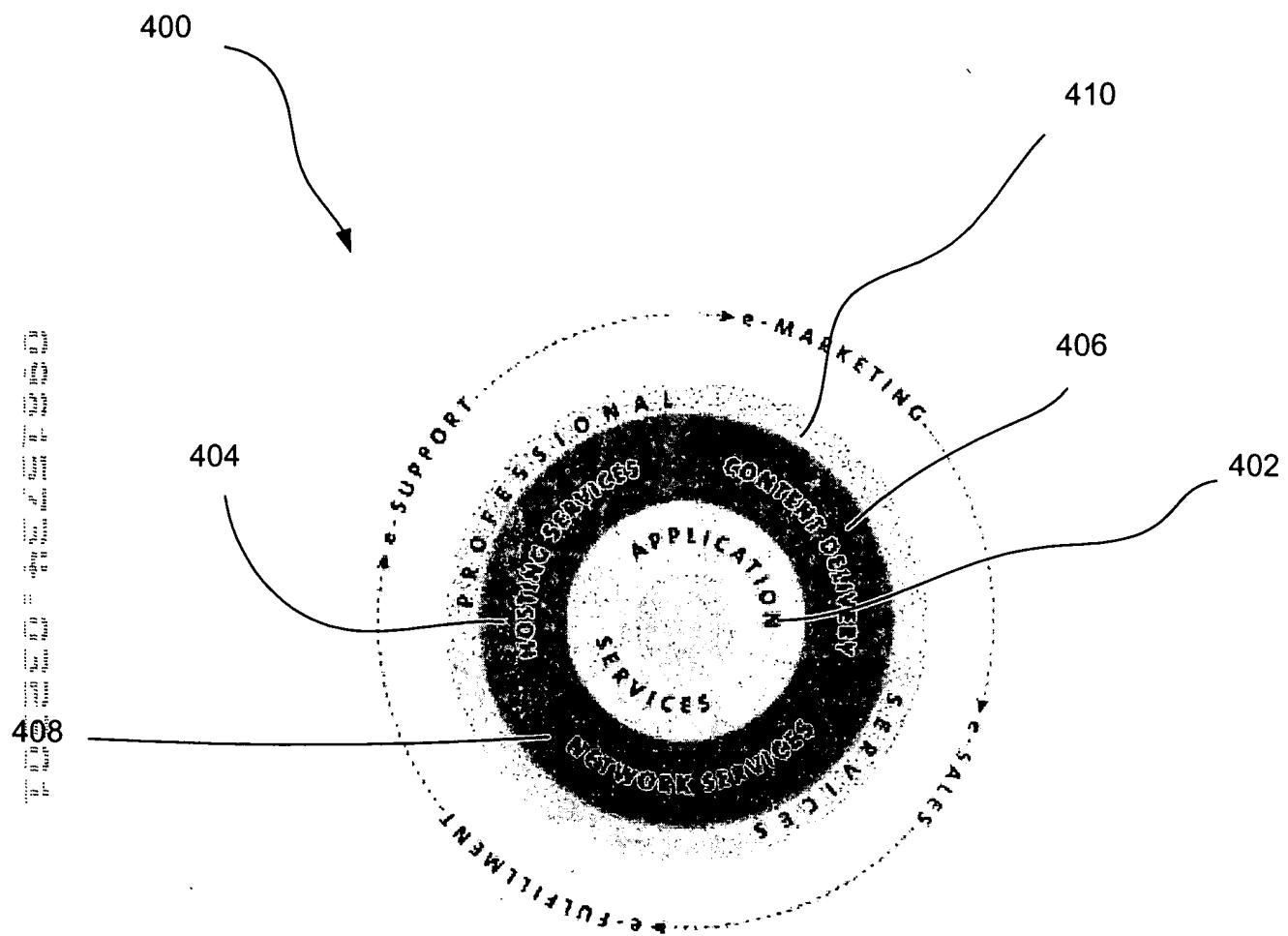


Fig. 4

530 532 534 536 538

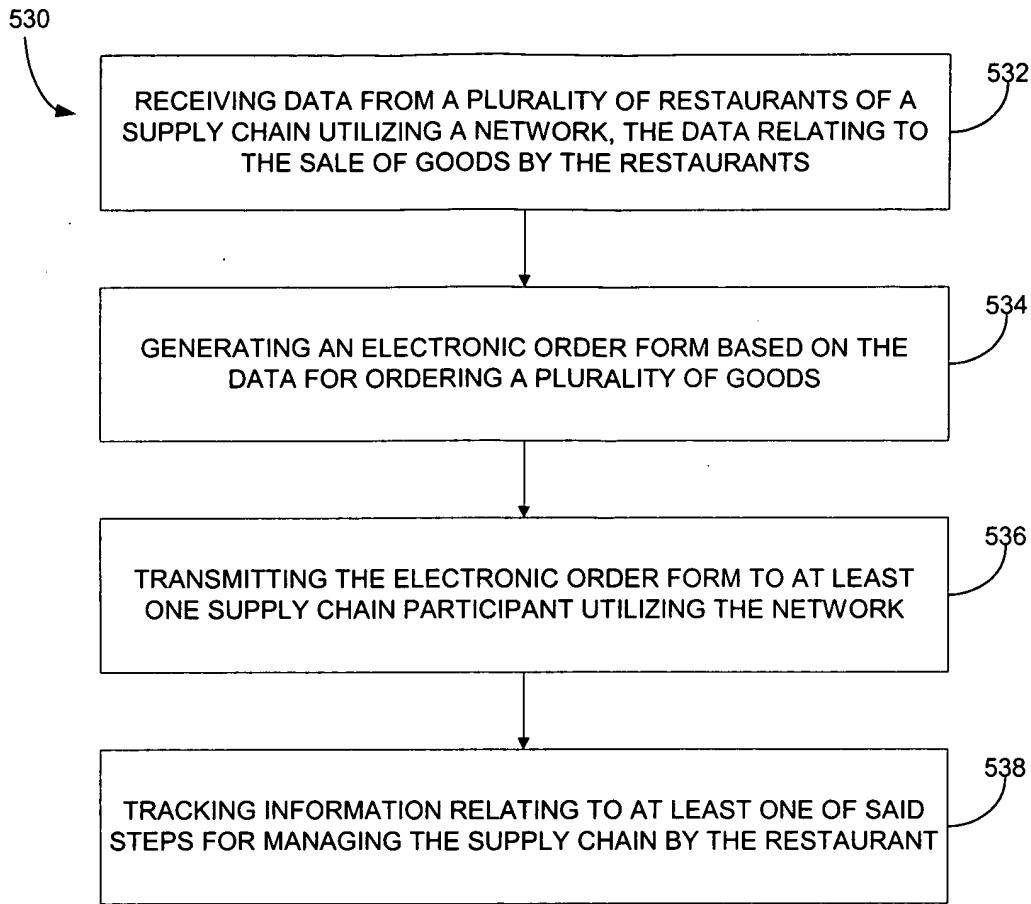


FIG. 5

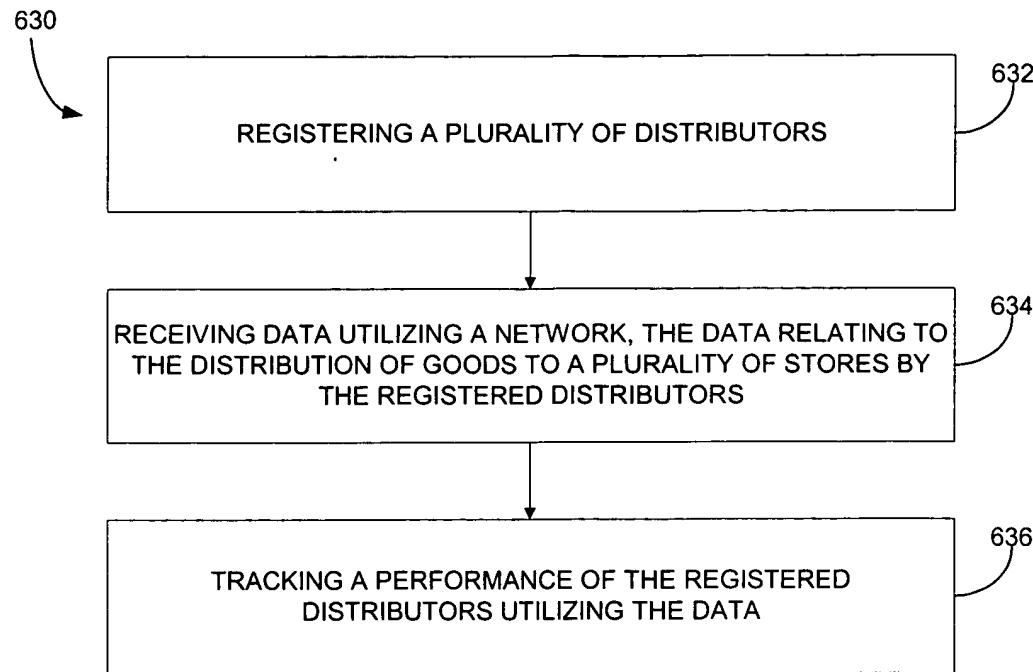


FIG. 6

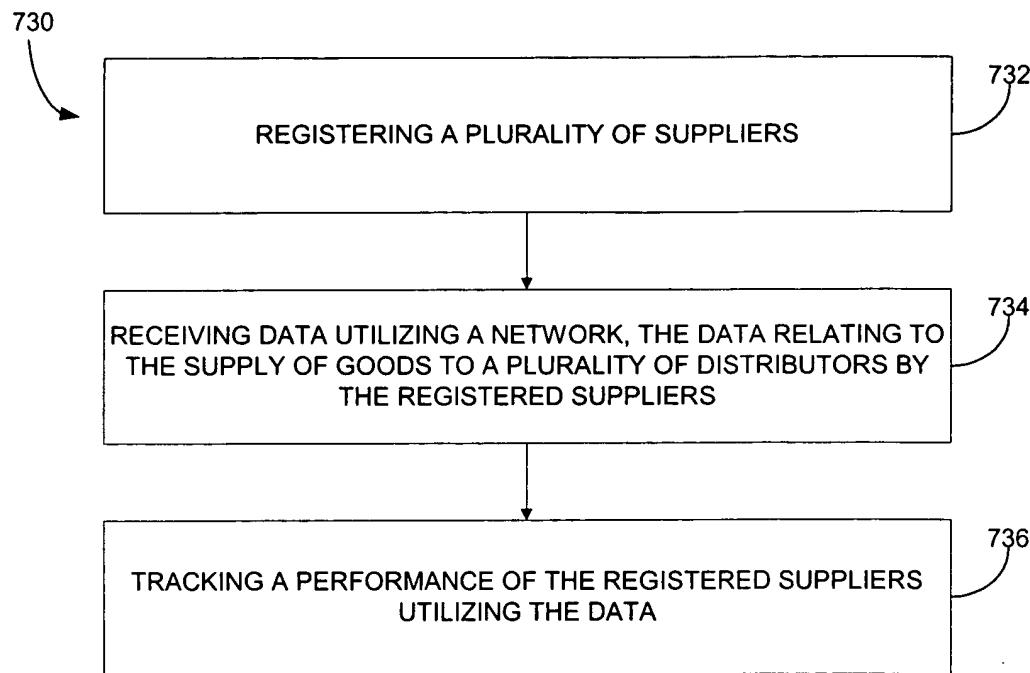


FIG. 7

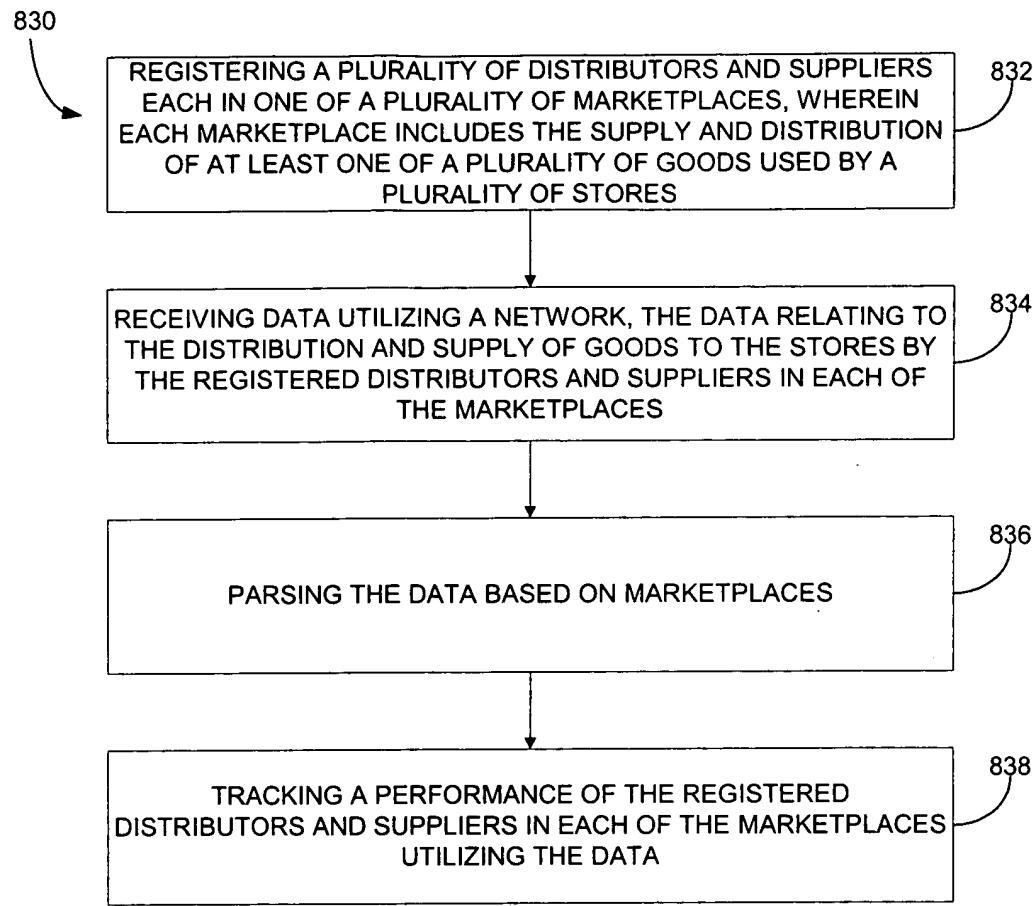


FIG. 8

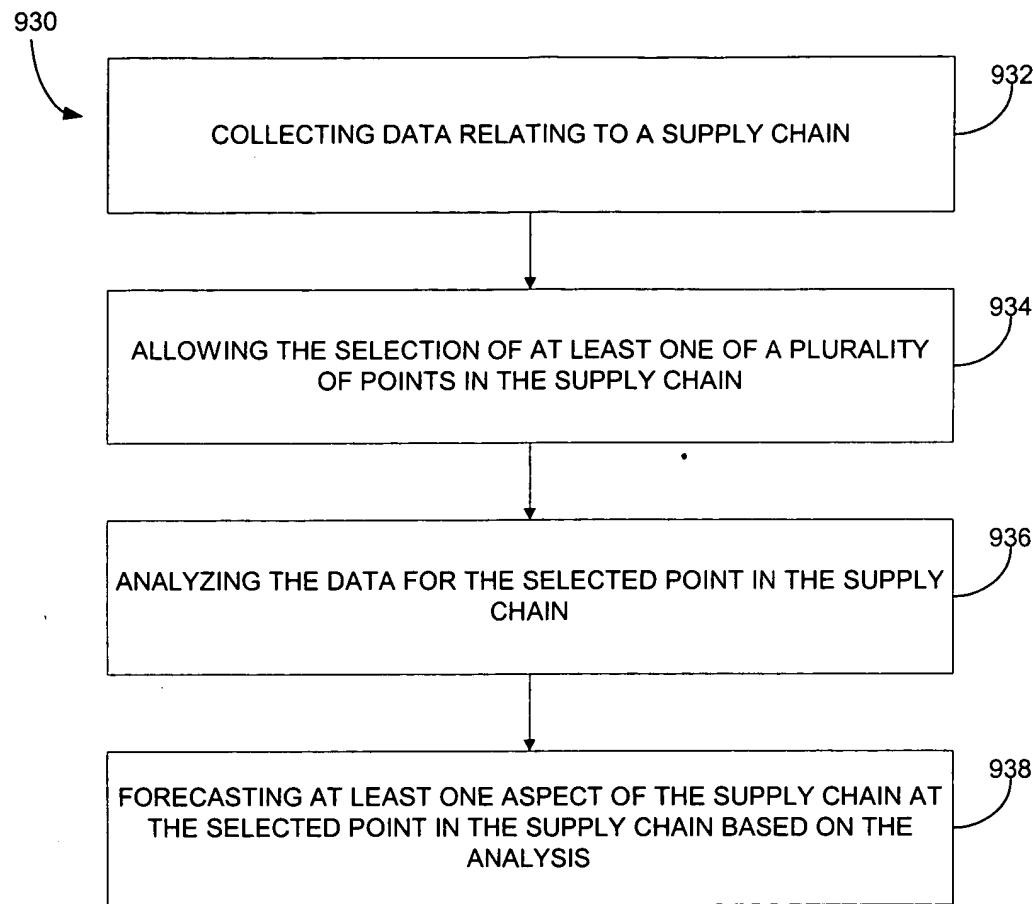


FIG. 9

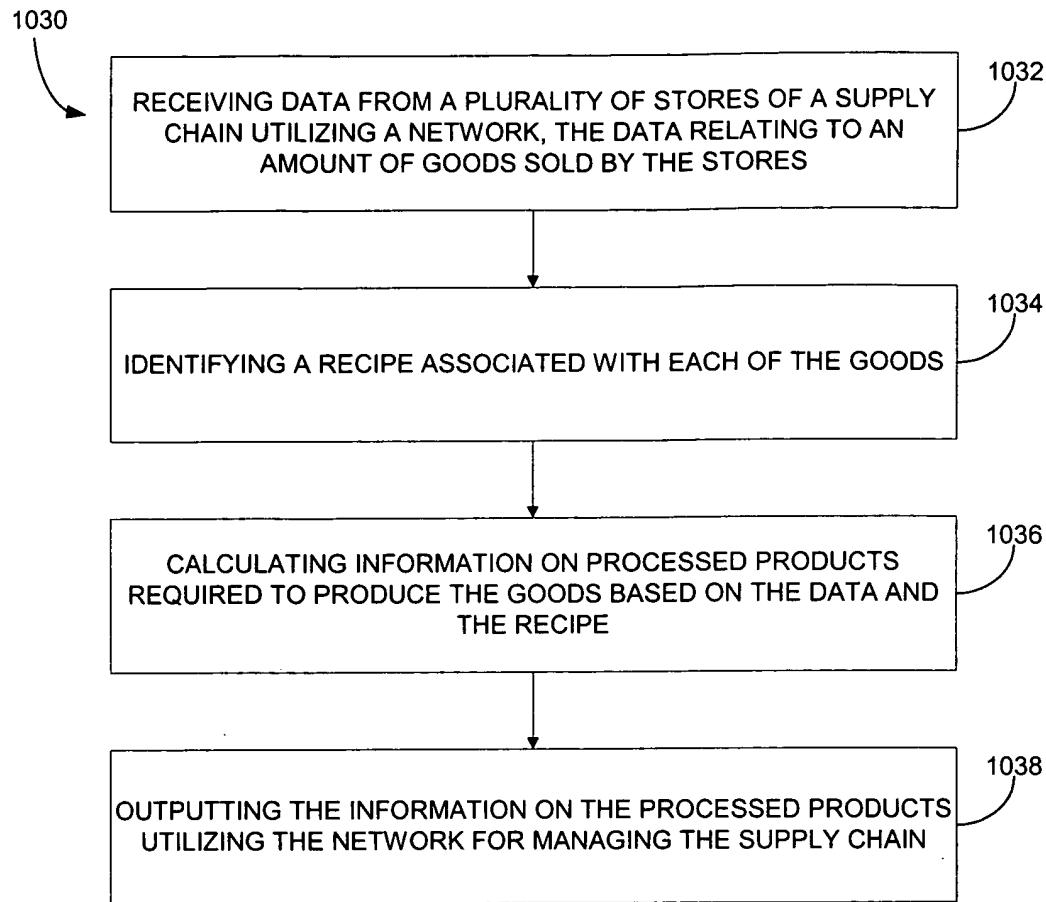


FIG. 10

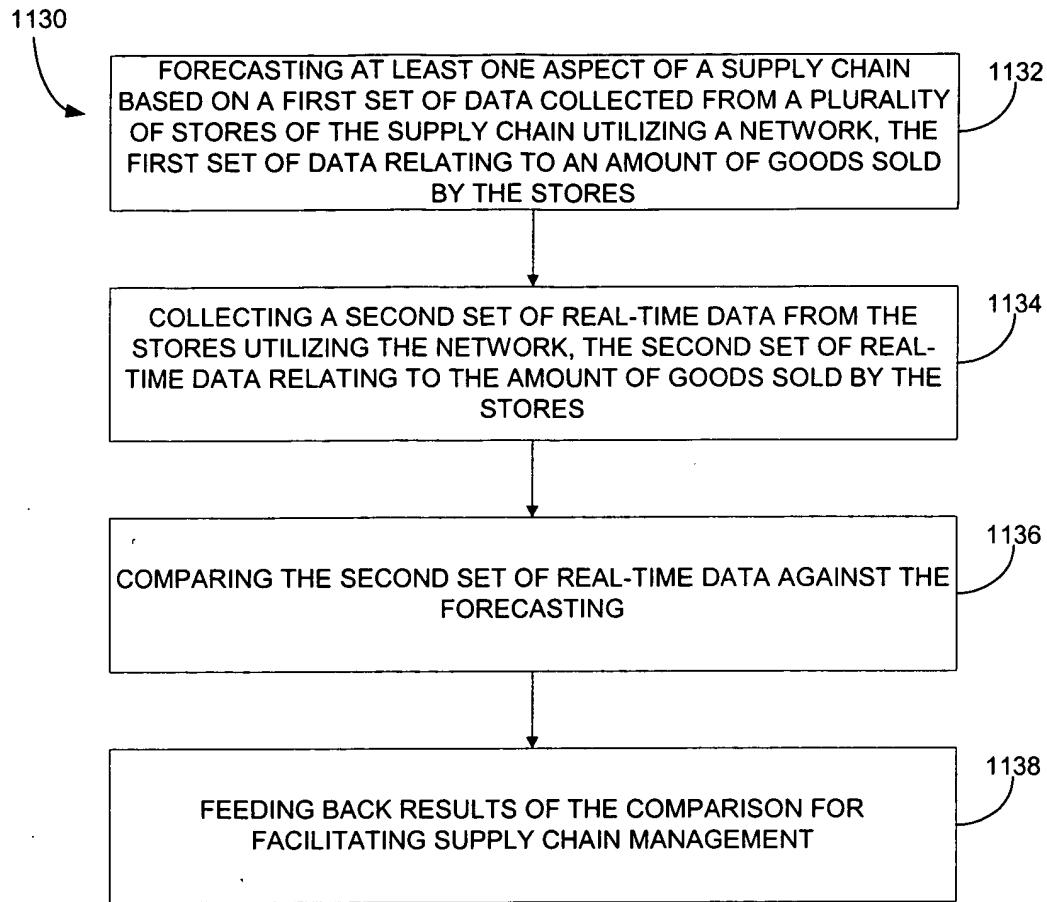


FIG. 11

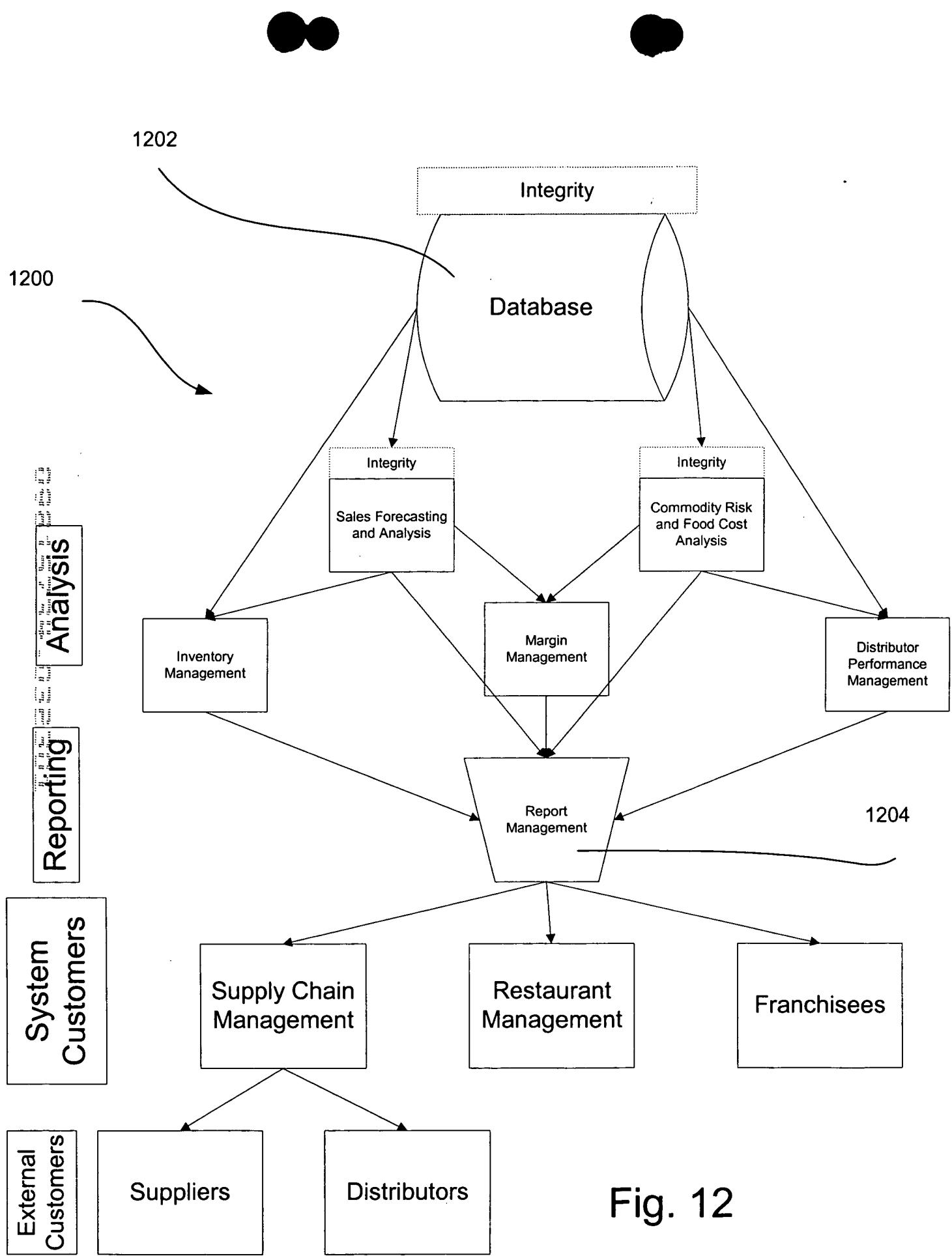


Fig. 12

1330
1332
1334
1336

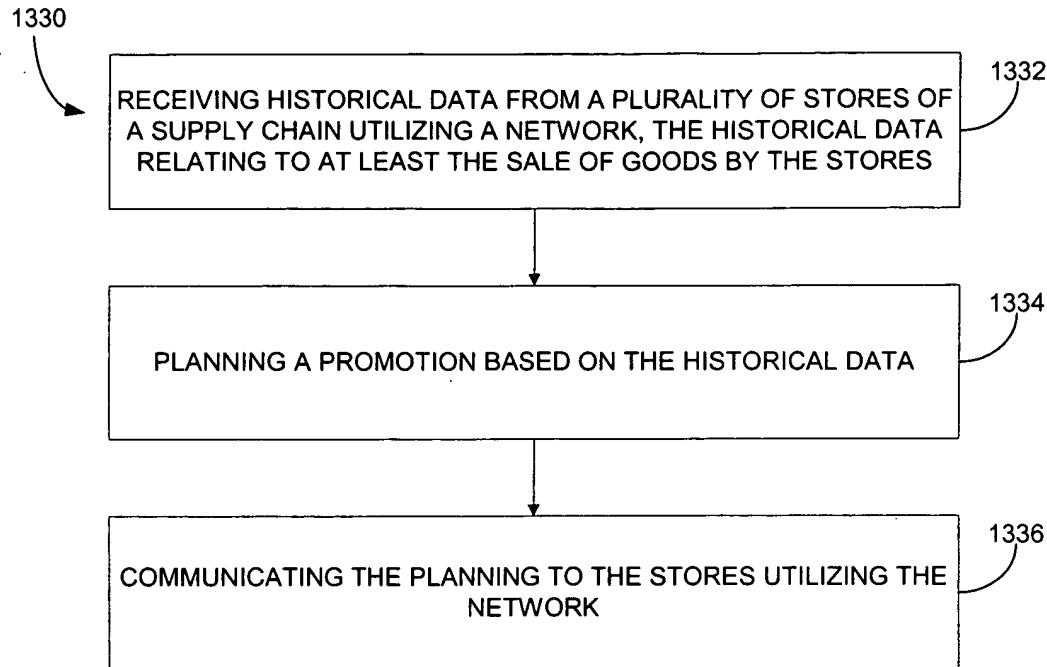


FIG. 13

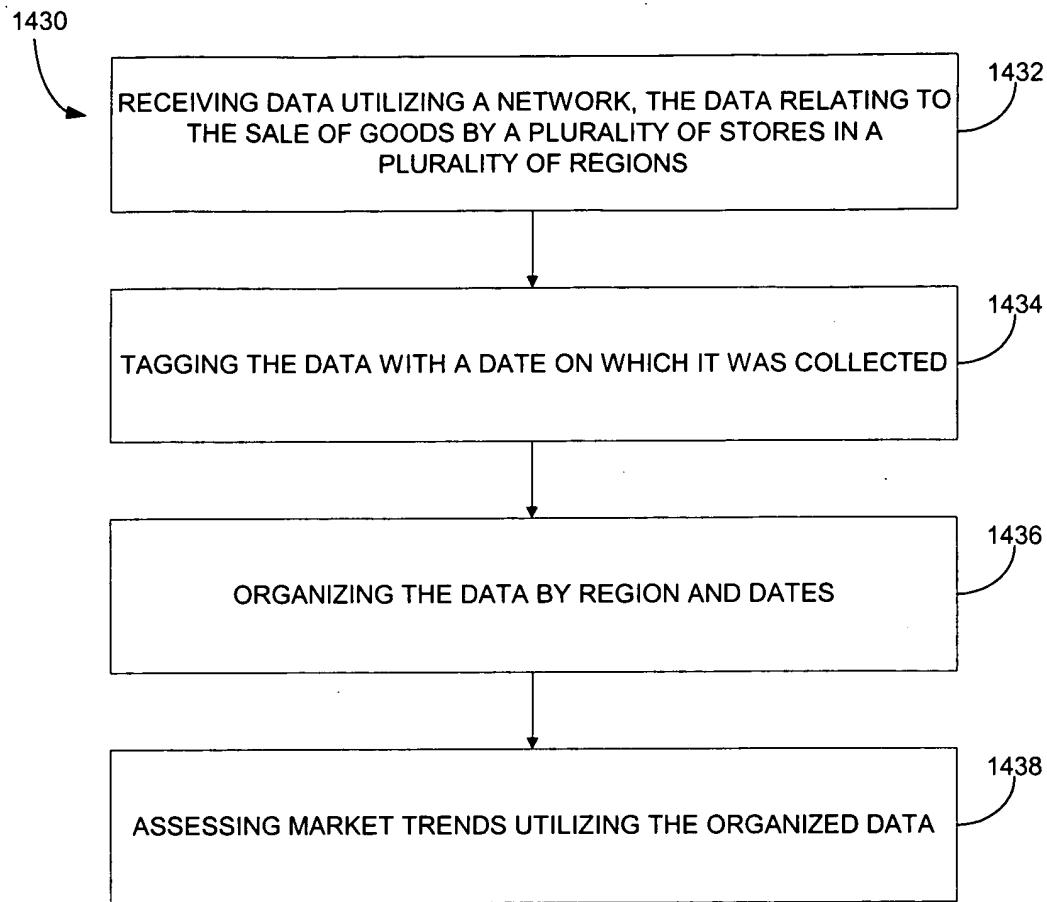


FIG. 14

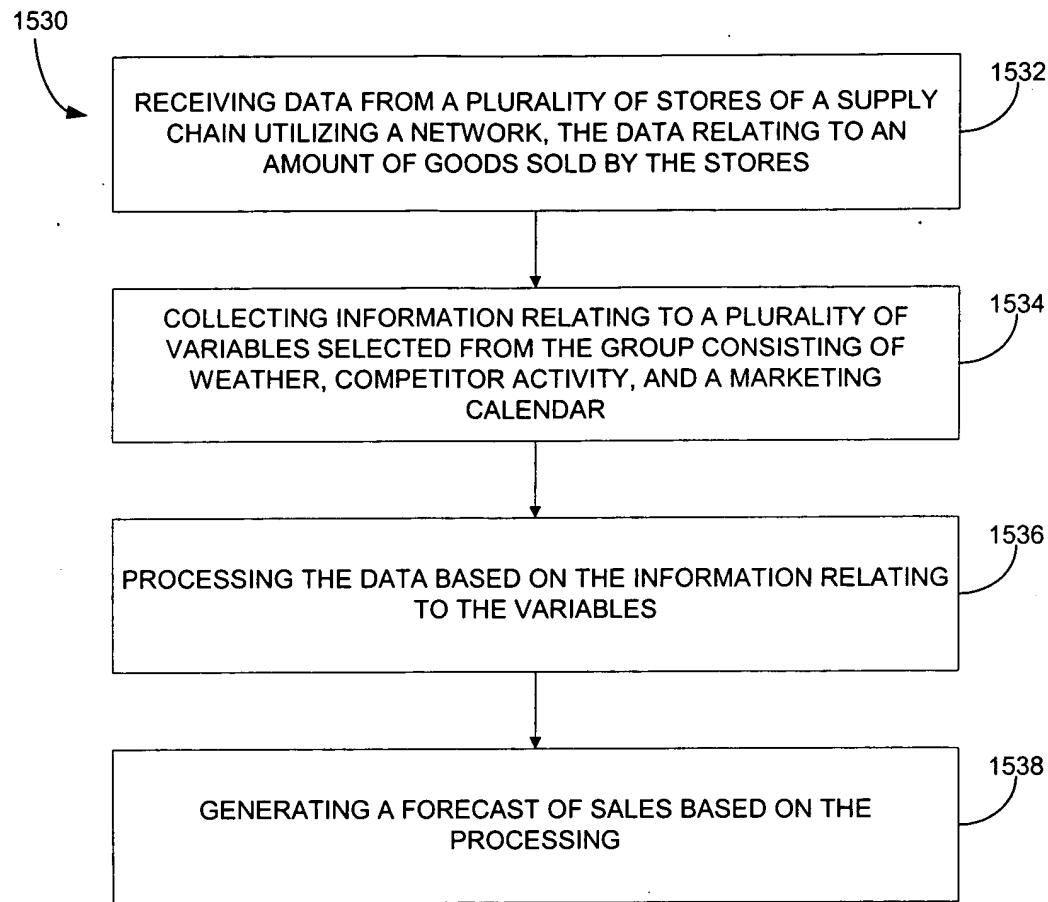


FIG. 15

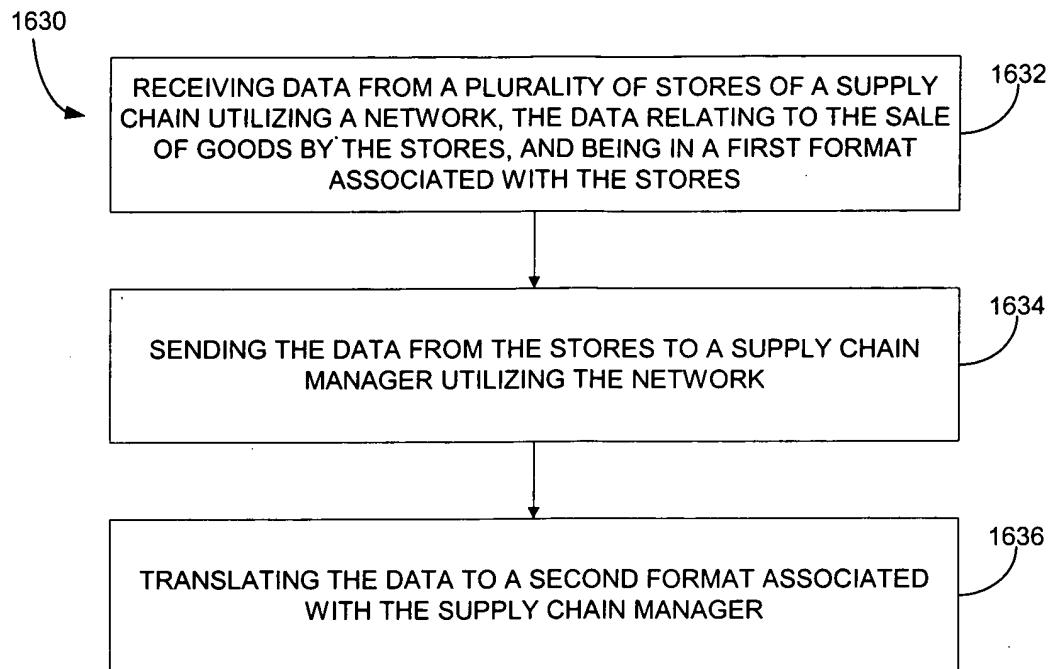


FIG. 16

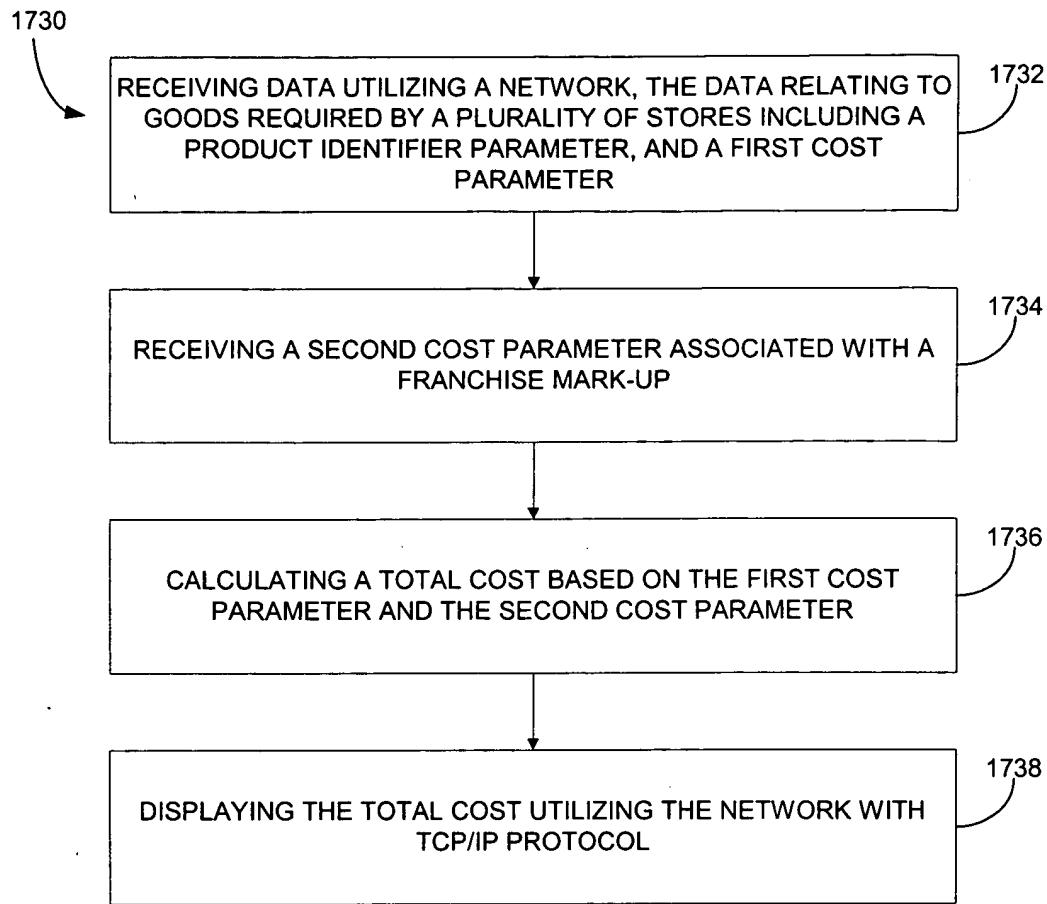


FIG. 17

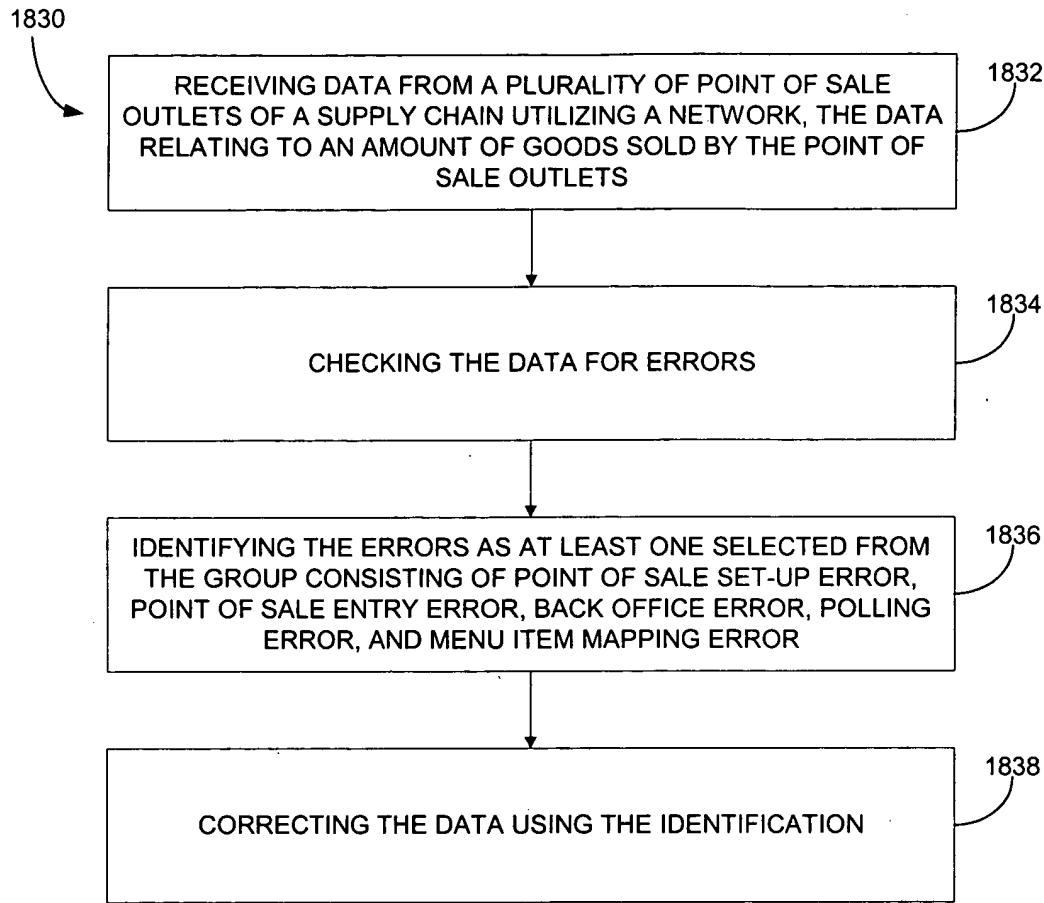


FIG. 18

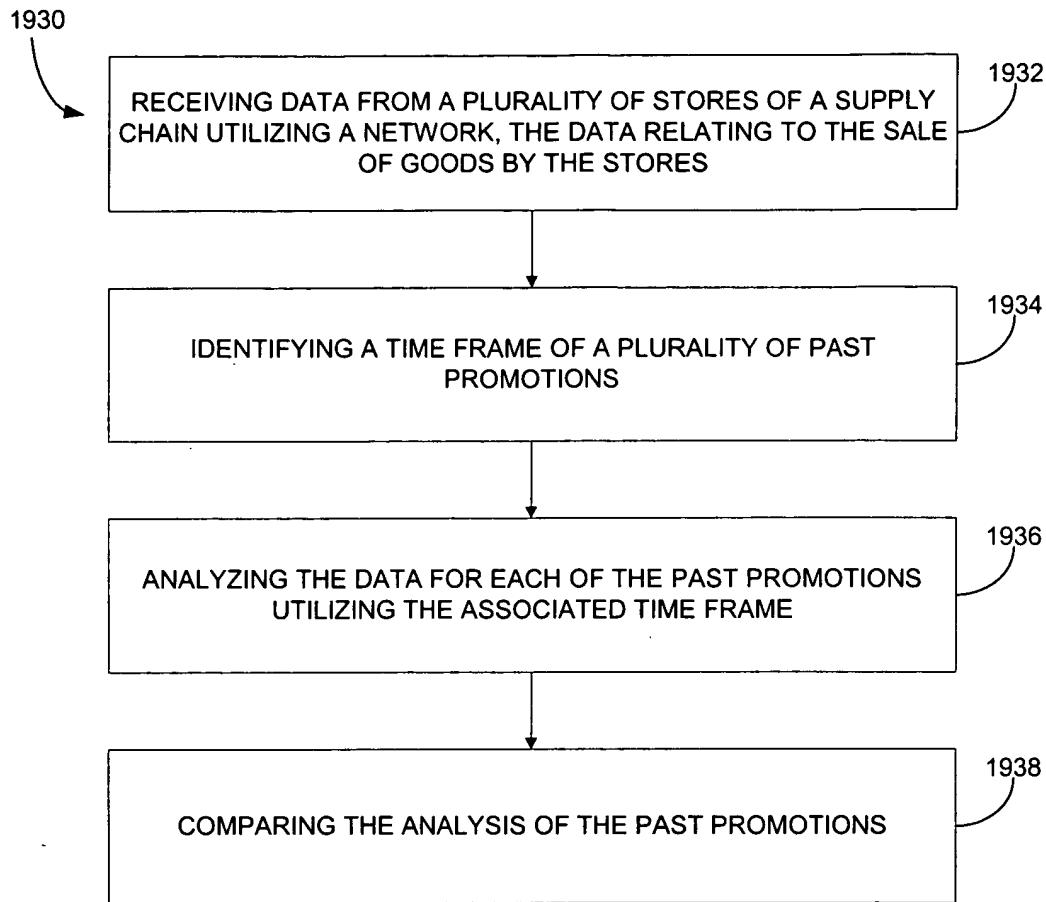


FIG. 19

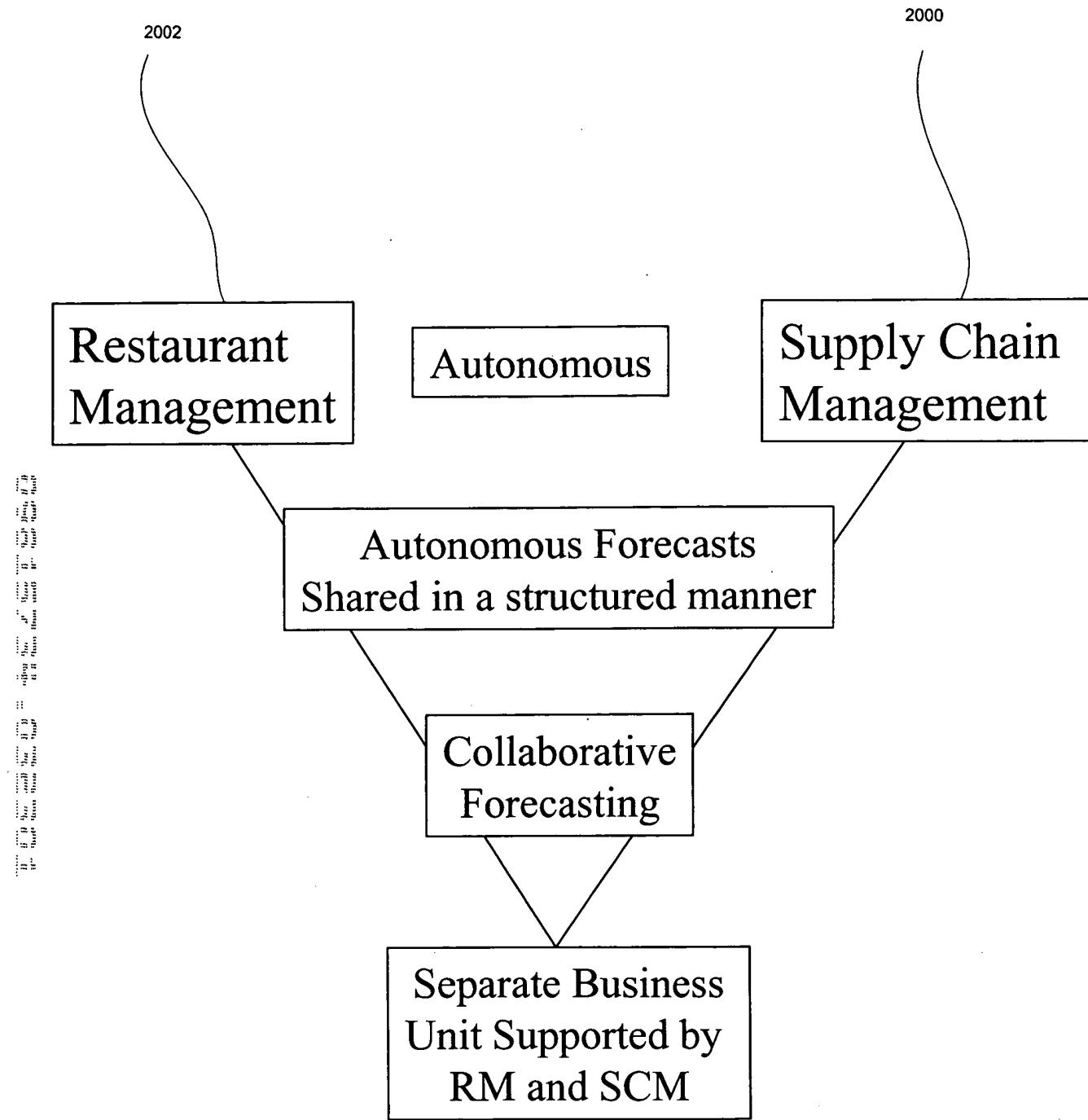


Fig. 20

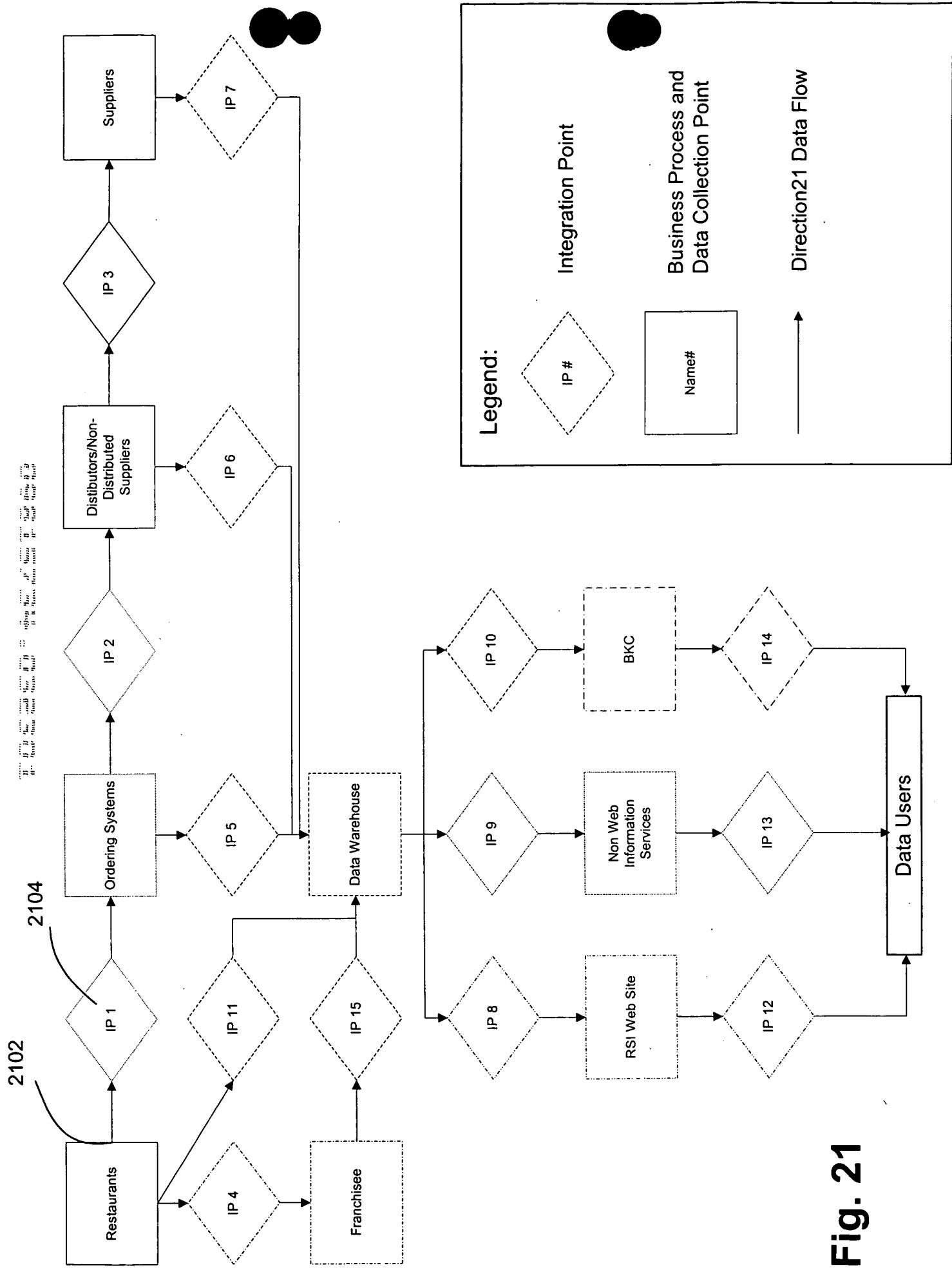


Fig. 21

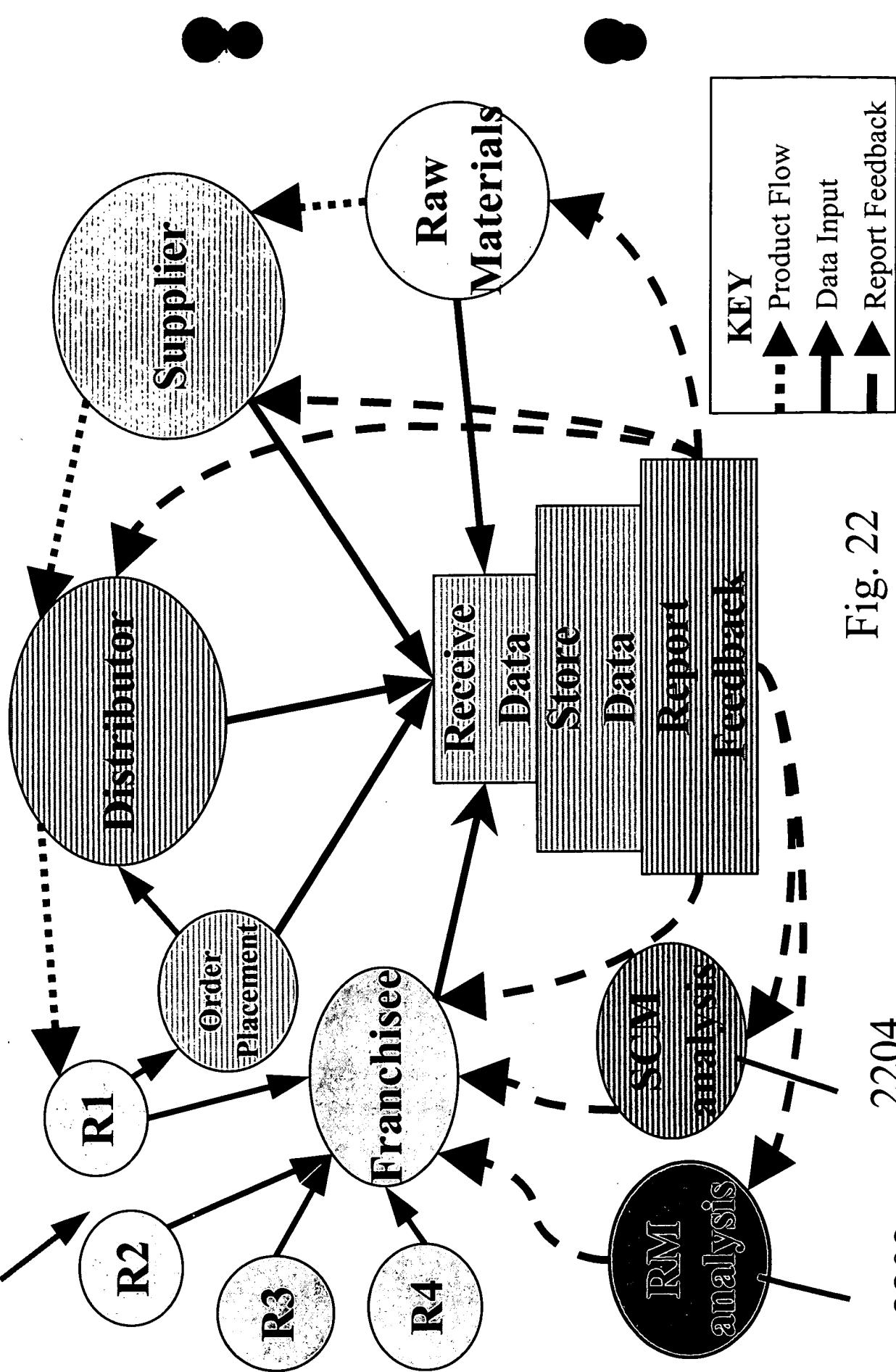


Fig. 22

2204

2202

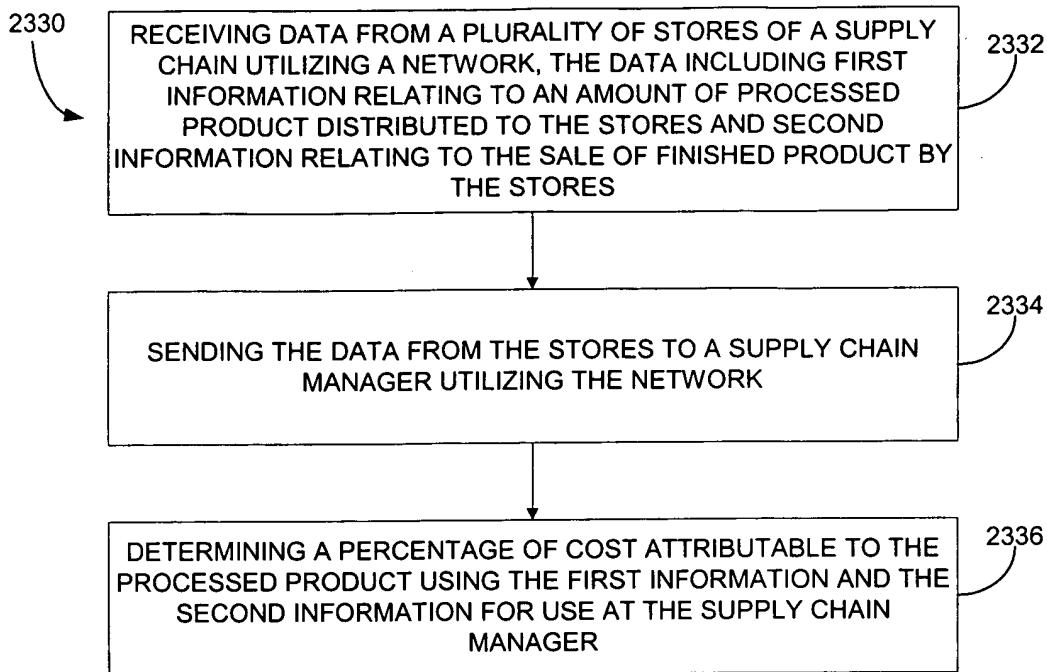


FIG. 23

FIG. 24

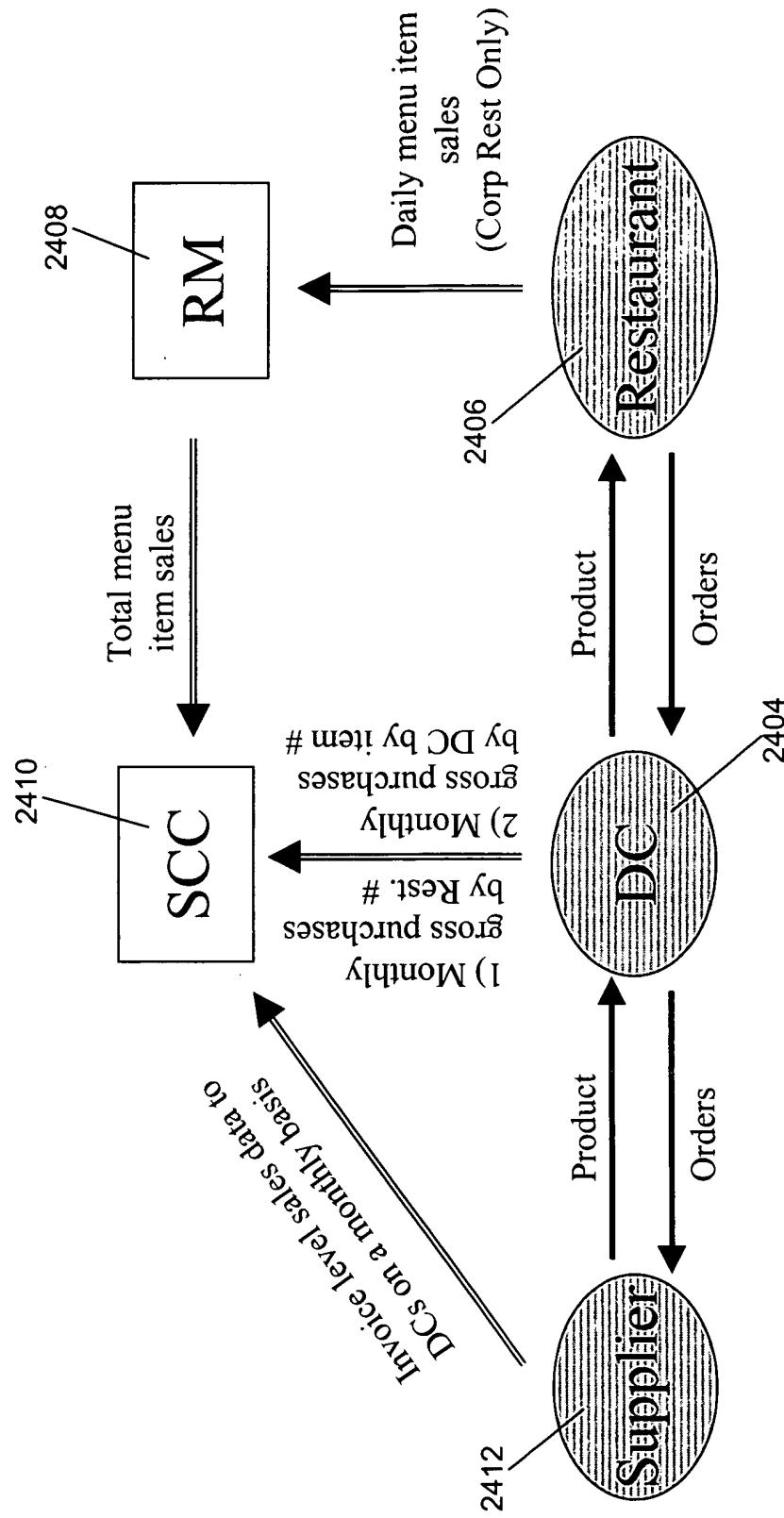


FIG. 25

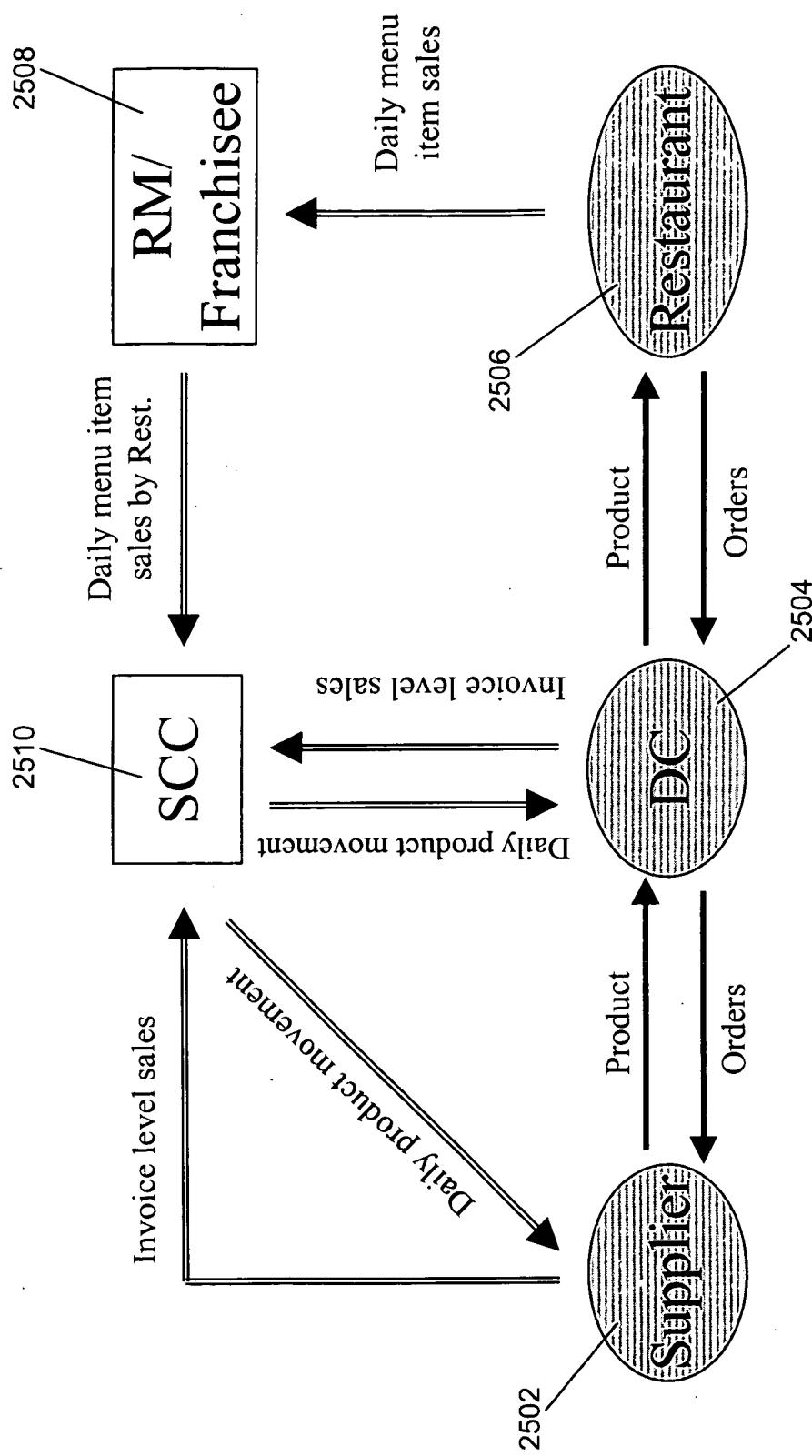


FIG. 26

FIG. 27

2700

Promotional Monitor - System & Regional												
Category	Segment	Historv			Week #1				Total			
		W-4	W-3	W-2	W-1	D+1	D+2	D+3				
Total Sales(\$/Store)		\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,675	\$5,513	\$4,200	\$26,250
Menu Item Sales for Key Products (units/restaurant/week)												
Whopper	WHOPPERS	215	211	228	269	32	34	37	37	40	60	46
	WHOPPERS W/CHEESE	146	142	148	162	18	20	21	21	23	35	26
	YMM WHOPPERS	699	679	714	813	94	103	111	111	120	180	137
Whopper Total		1,060	1,032	1,090	1,244	144	157	170	170	183	275	209
Variance from Expected (Highlighted Areas are Outside of Expected Range)												
Whopper	WHOPPERS	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%	8.0%
	WHOPPERS W/CHEESE	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%	9.0%
	YMM WHOPPERS	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	5.0%	16.0%	19.0%	7.0%
Whopper Total		10.6%	-9.6%	-23.4%	-4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%	8.0%
												6.9%

Variance from Expected (Highlighted Areas are Outside of Expected Range)												
Category	Segment	Historv			Week #1				Total			
		W-4	W-3	W-2	W-1	D+1	D+2	D+3				
Total Sales(\$/Store)		\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,675	\$5,513	\$4,200	\$26,250
Menu Item Sales for Key Products (units/restaurant/week)												
Whopper	WHOPPERS	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%	8.0%
	WHOPPERS W/CHEESE	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%	9.0%
	YMM WHOPPERS	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	5.0%	16.0%	19.0%	7.0%
Whopper Total		10.6%	-9.6%	-23.4%	-4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%	8.0%
												6.9%

2702

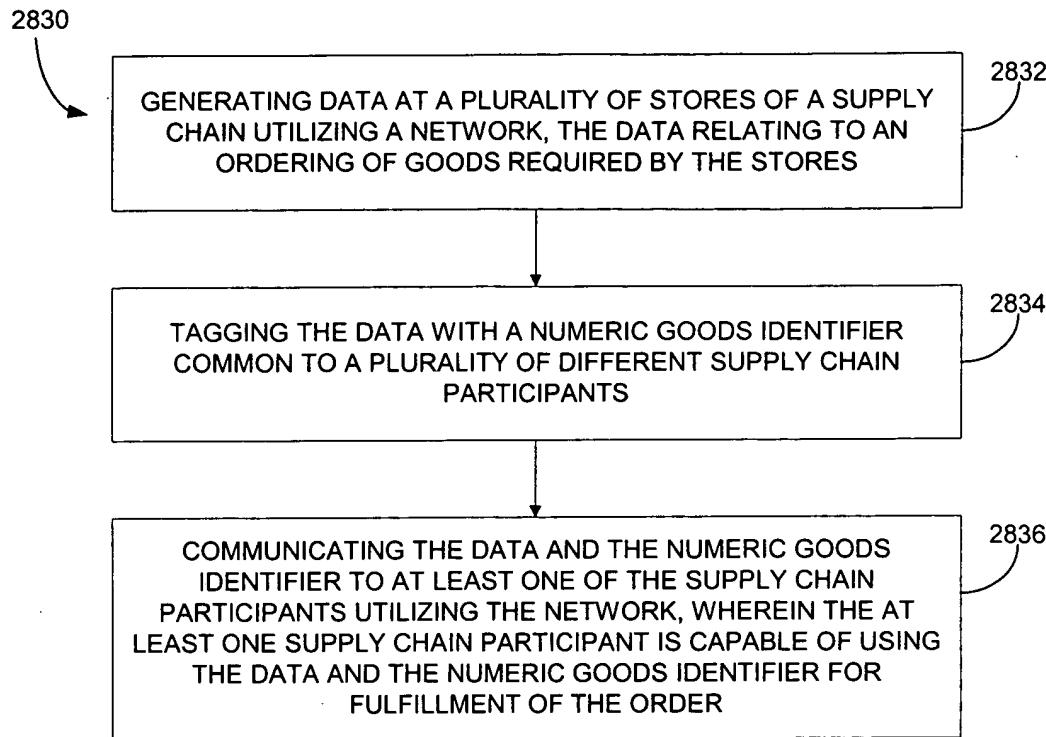


FIG. 28

2930
2932
2934
2936
2938

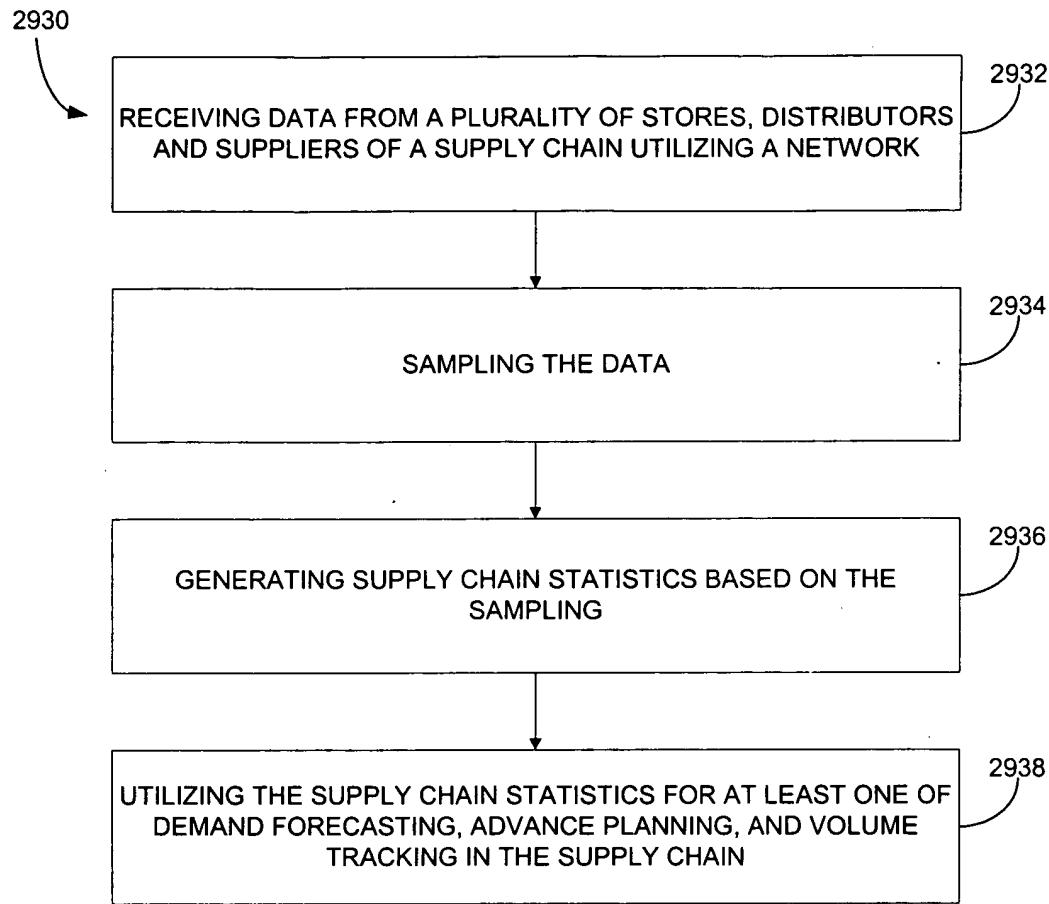


FIG. 29

3000
3002
3004

Distribution Center: Alliant Topeka
Time Period (Month/Yr): Jun-00

Delivery Order Fill Rate

Total Cases Ordered: 65712

3002

Operations:	Warehouse Outs	Damages	MisPicks	Short on Truck	Overshielded and Not Returned	Total Operations
Cases:	154	68	62	284		568
Percent:	0.23%	0.10%	0.09%	0.43%	0.00%	0.86%

3004

Purchasing:	Out of Stocks	Substitutions	Out of Code	Total Purchasing
Cases:	990	70		1060
Percent:	1.51%	0.11%	0.00%	1.61%

Delivery Order Fill Rate: 97.52%

On-Time Delivery Rate

Total # of Deliveries:	1232
# of On-Time Deliveries:	
On-Time Delivery Rate:	0.00%

Perfect Order Rate

Total # of Deliveries:	1232
Total # of Perfect Orders:	725
Perfect Order Rate:	58.85%

FIG. 30

***** 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 *****

3100
↓

Alliant - Monthly DC Data Feed Performance
August 2000
Mock Report

Alliant
 Average for all DC's

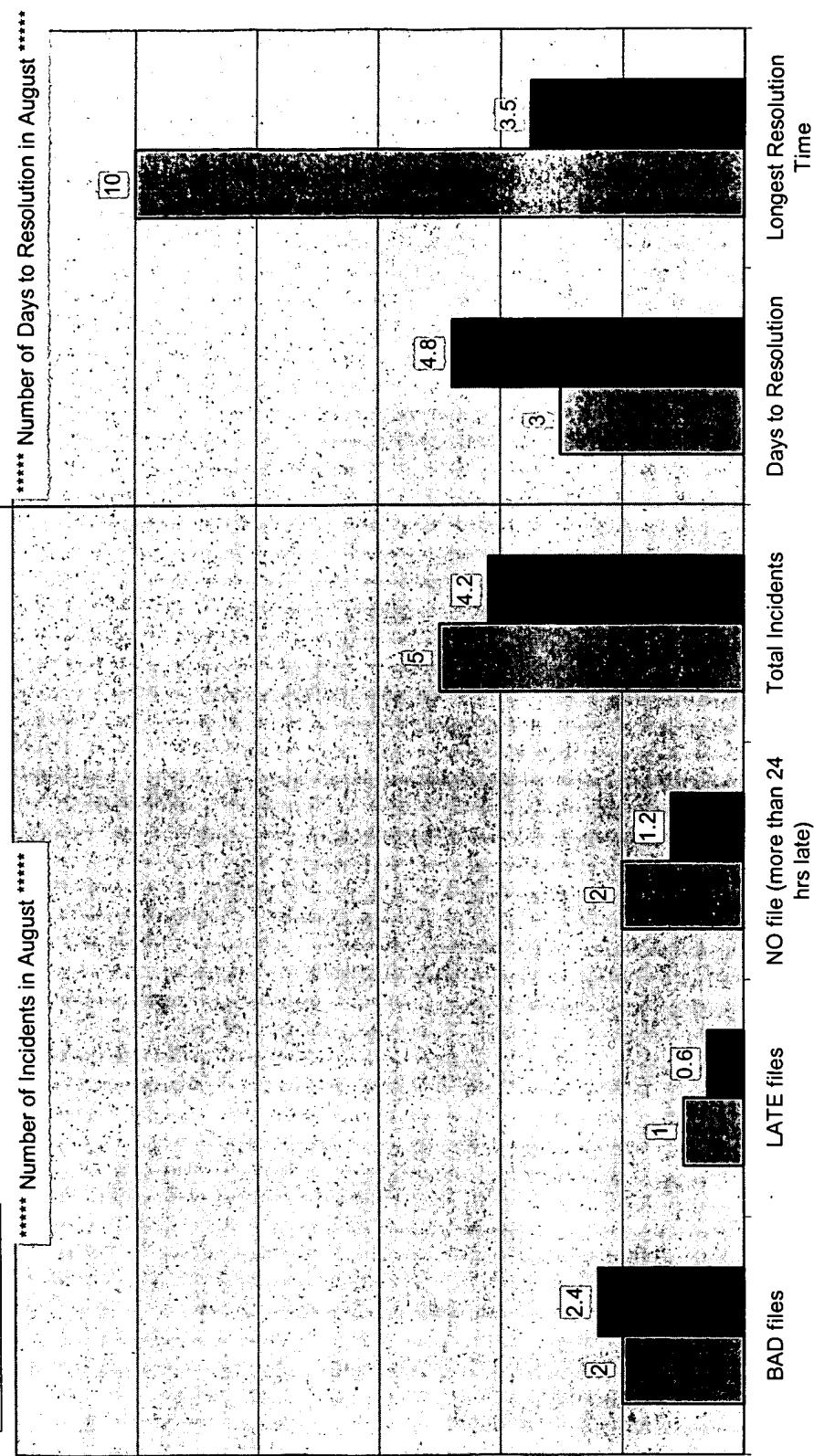


FIG. 31



Service Level Reporting

August

3200

	Fill Rate	On-Time	Perfect Order %
AlliantPaducah	99.14%	90.00%	
AlliantTopka	99.05%	93.71%	
AlliantWixom	98.34%	92.61%	78.70%
King-Atlanta	95.85%	85.55%	30.00%
King-Jacksonville	91.42%	84.65%	53.08%
King-Louisville	99.41%	99.15%	79.25%
Maines 29, Conklin	99.41%	99.15%	79.25%
Maines 30, Cleveland	99.41%	99.15%	79.25%
Maines Long Island	99.41%	99.15%	79.25%
Maines New England	99.13%	84.15%	#DIV/0!
MBM Fullerton	99.52%	92.65%	#DIV/0!
MBM Lewisville	95.21%	93.60%	#DIV/0!
MBM Orlando	99.13%	92.45%	#DIV/0!
MBM Rocky Mount	99.13%	99.72%	86.24%
McCabes	99.80%	99.72%	#DIV/0!
McLane Lubbock	#DIV/0!	99.00%	#DIV/0!
Nicholas & Co.	99.88%	98.00%	85.37%
P&D Supply	99.18%	90.75%	80.12%
PFG Victoria	99.42%	97.75%	#DIV/0!
PyA/Monarch	99.20%	97.75%	
Reinhart-Cedar Rapids	99.05%	98.65%	
Reinhart-Oak Creek	99.31%	93.65%	
Reinhart-Rogers	99.50%	95.45%	
RestaurantsNW	99.03%	99.07%	80.37%
Shamrock Commerce City	99.55%	94.85%	85.18%
ShamrockPhoenix	98.81%	93.85%	
Sigma Harrisburg	99.65%	99.85%	32.35%
Sigma Stockton	99.65%	100.00%	32.47%
Sysco	99.88%	100.00%	32.47%

	Fill Rate	On - Time	Perfect Order
BKC Min	98.50%	90.00%	78.00%
RSI Min	99.50%	90.00%	80.00%

OK	Didnt't meet RSI Min.
	Didnt't meet BKC Min.

FIG. 32

FIG. 33

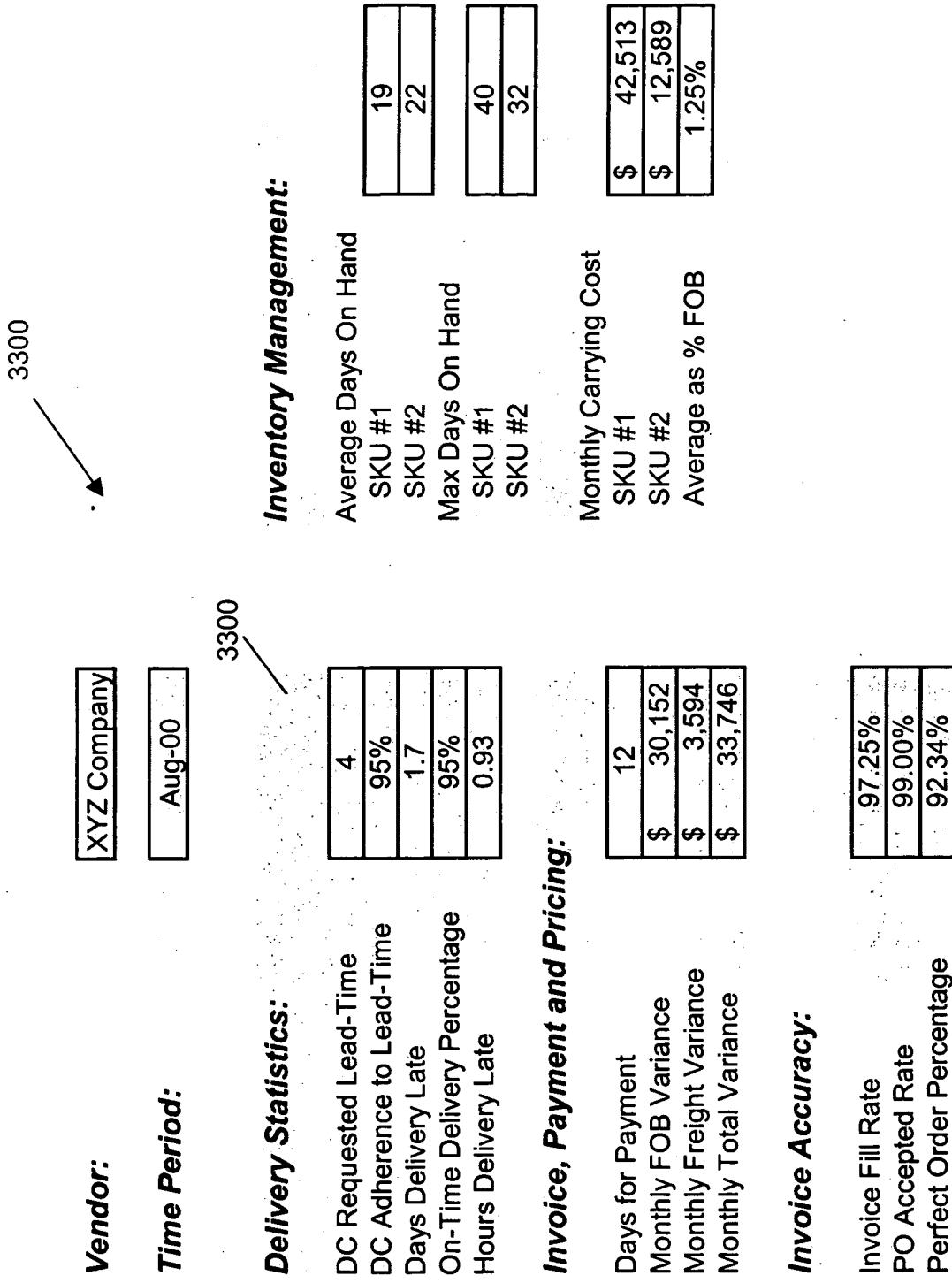


FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance
August 2000
Mock Report

3400

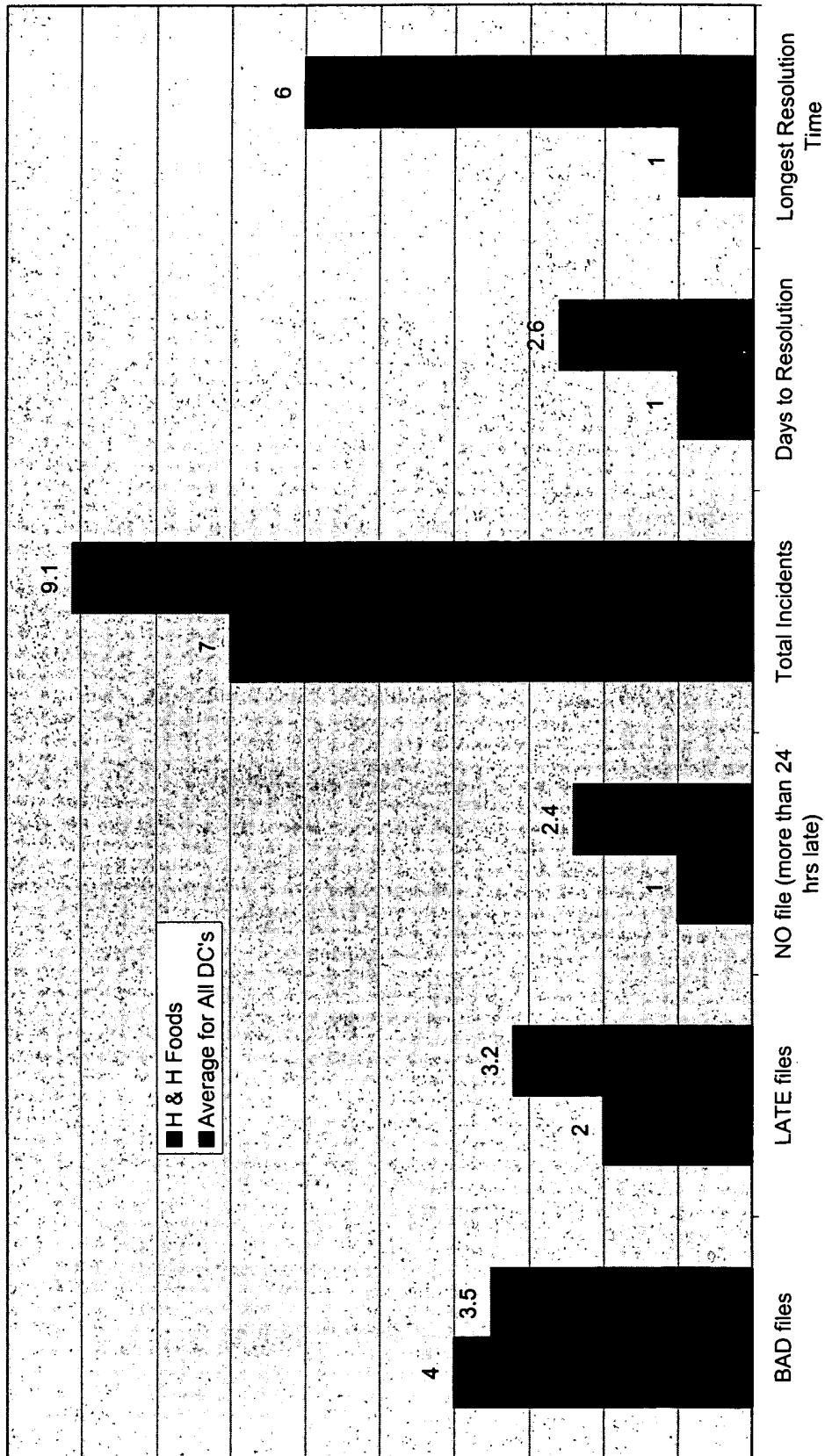


FIG. 35



3500

Service Level Reporting November - Mock Report

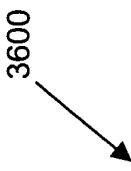
	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
GOODIES	\$1,902	97.8%	2.33%
GOVARKINS INSTRUMENTS INC.	\$1,861	97.8%	2.41%
WHITE FORD FOODS INC.	\$0	92.1%	2.18%
TEPAGE BAKERY/COUNTRY KITCHEN	\$2,701	92.1%	1.94%
NCRSYSTEMS MEDIA	\$0	95.1%	1.50%
SIGNATURE MEETINGS GROUP	\$0	95.1%	1.25%
SCHWEBELS BAKING CO	\$0	95.1%	1.90%
MAUTICUP	\$0	95.1%	1.46%
MIRAI PLASTICS	\$0	95.1%	1.90%
DIXIE PRODUCE & PACKAGING	\$0	93.6%	2.51%
NORIYAKE INC.	\$0	94.8%	2.03%
FORT LAME ST OPERATING COMPANY	\$0	93.4%	2.03%
FIRE SHADYVANTAGE KG	\$0	94.8%	2.44%
SILVER KING MN-CORP	\$0	96.3%	1.55%
TAYSON FOODS	\$0	96.3%	2.20%
READY ACCESS	\$0	90.9%	1.04%
GEORGIA PACIFIC ISSUE	\$0	93.3%	2.88%
COUGHERNITY PACKING	\$0	93.3%	2.88%
BEVERAGE FAIR	\$0	93.3%	2.88%
COMPONENT HARDWARE GROUPING	\$0	93.3%	2.88%
COCA-COLA USA	\$1,909	93.5%	1.55%
TOASTMASTER	\$0	96.3%	2.20%
GRANT COUNTY FOODS	\$0	93.3%	2.88%
FRESH EXPRESS	\$0	93.3%	2.88%
TAYLOR FARMS	\$0	93.3%	2.88%
MODULAR DISPENSING SYSTEM	\$3,428	93.3%	2.88%
CENTURY PRODUCTS INC	\$0	93.3%	2.88%
ROSE PACKING COMPANY	\$0	93.3%	2.88%

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
RSI Min	\$5,000.00	92.00%	3.00%

OK
Didn't meet RSI Min.

Mock Report/1

3600



	FY01	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
<i>Food Cost Index</i>									
Plan	99.75	99.69	99.20	98.63	100.33	100.49	101.12	100.44	99.92
Actual		99.10	98.90						
Variance		0.59		0.30					
Good/(Bad)									
<i>Total Dollar Purchases (in Millions) /2</i>									
Plan	\$2,237.24	\$183.98	\$182.73	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83
Actual		\$182.84	\$182.08						
Variance		\$1.14	\$0.65						
Good/(Bad)		0.6%	0.4%						

/1 Includes on food cost index items.

/2 Based on FY 99 Sales Volumes

FIG. 36

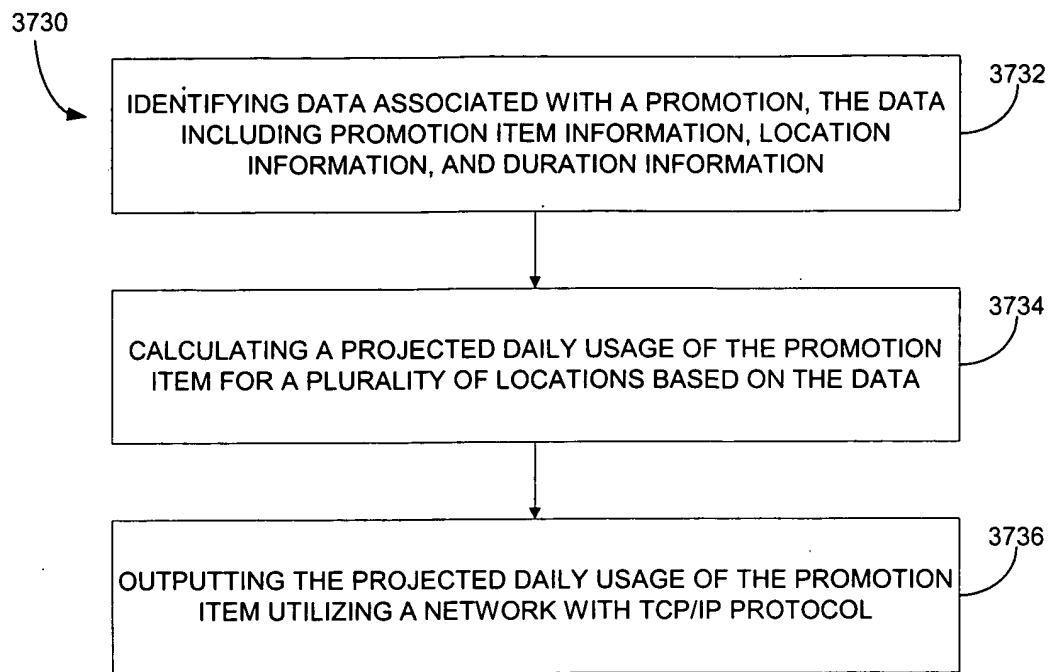


FIG. 37

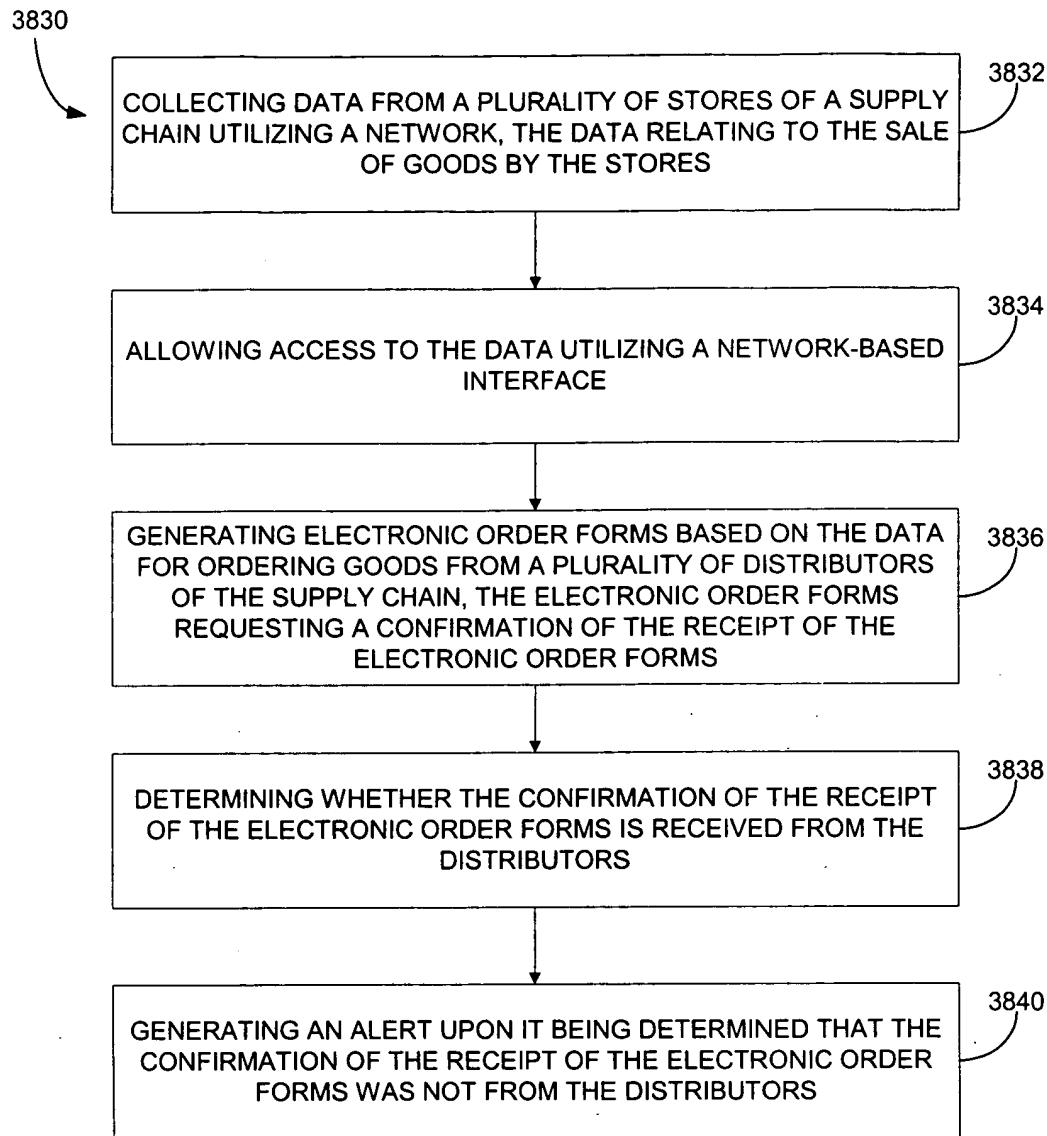


FIG. 38

3930 3932 3934 3936 3938

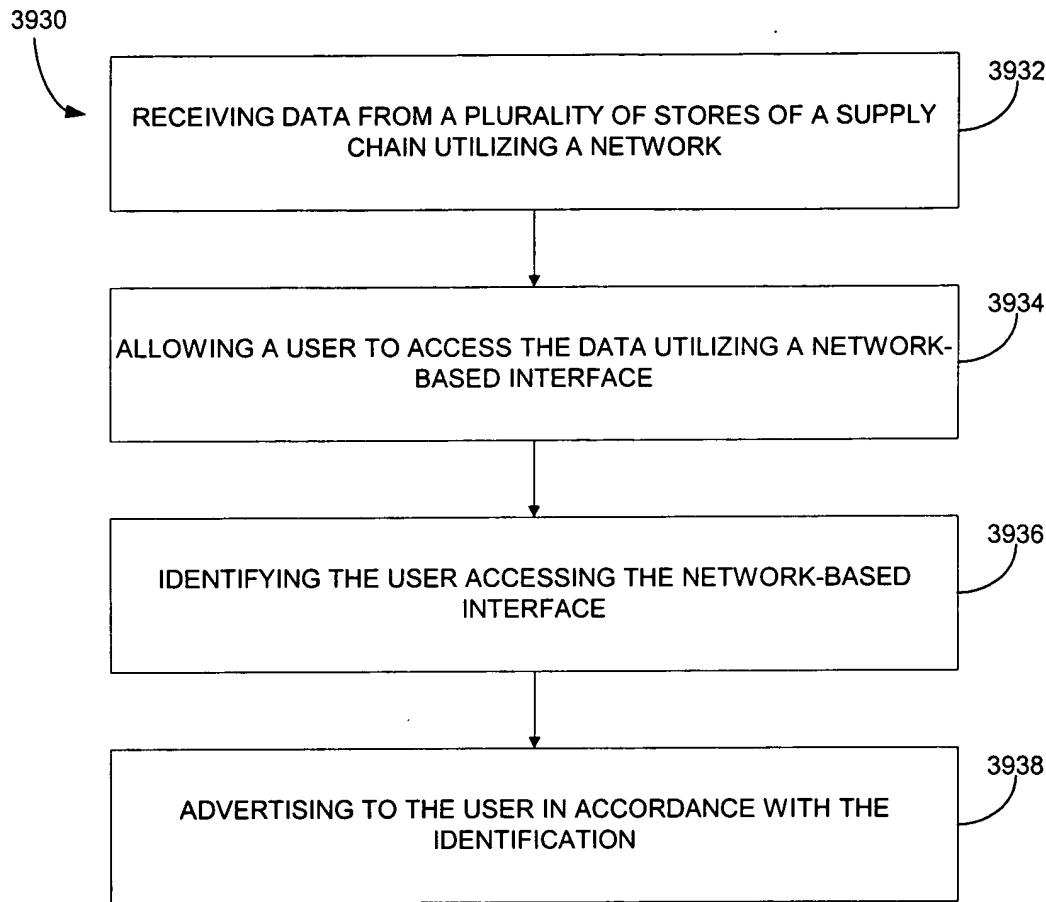


FIG. 39

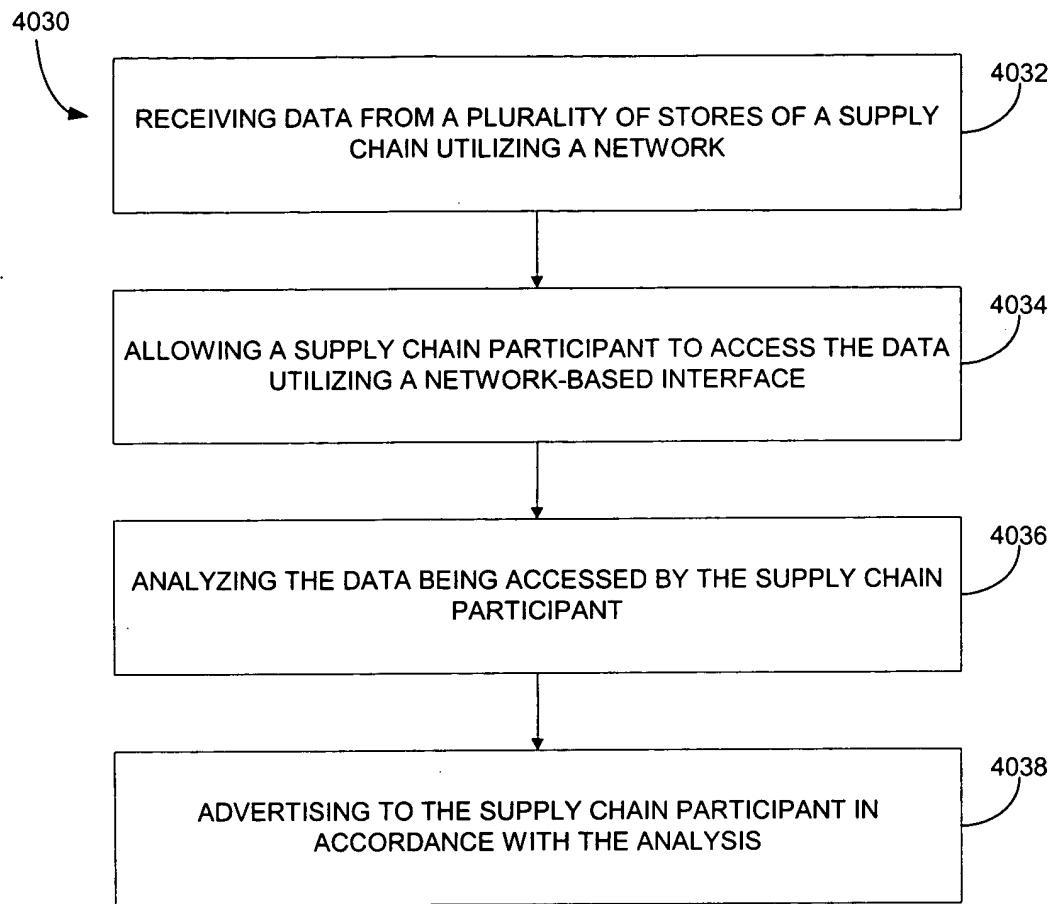


FIG. 40

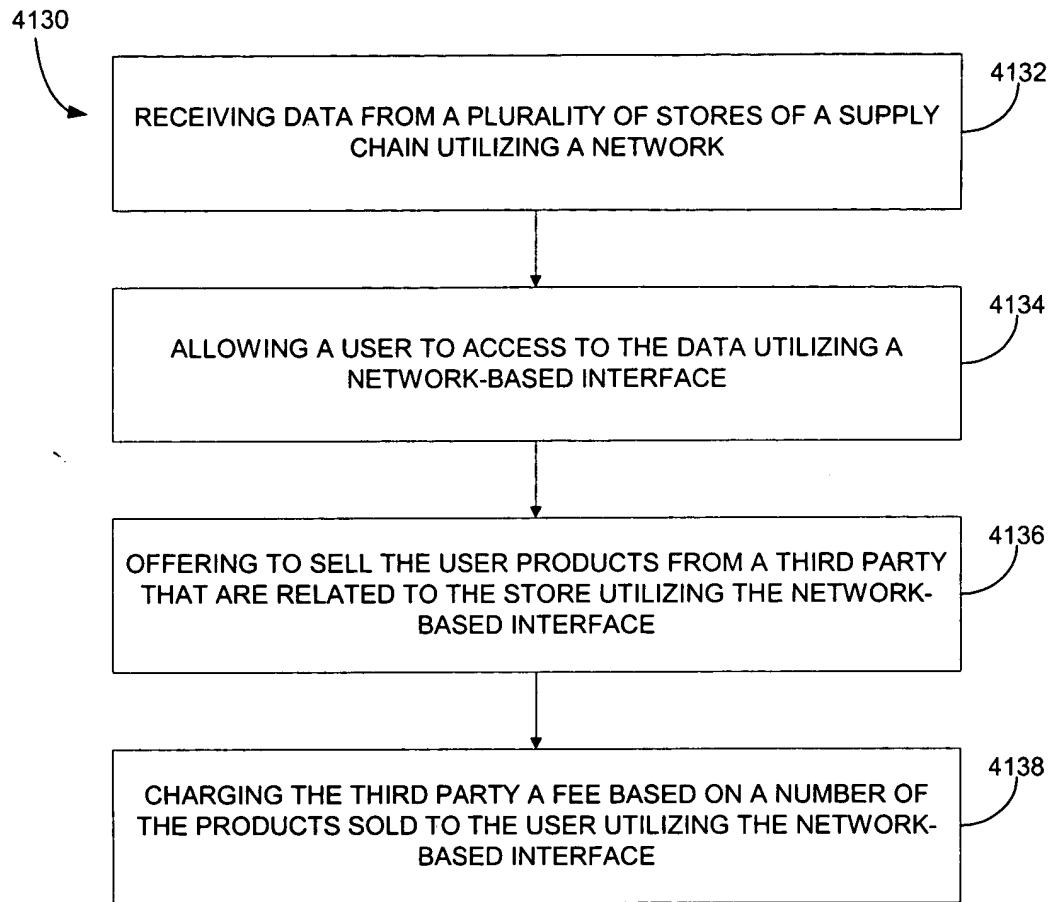


FIG. 41

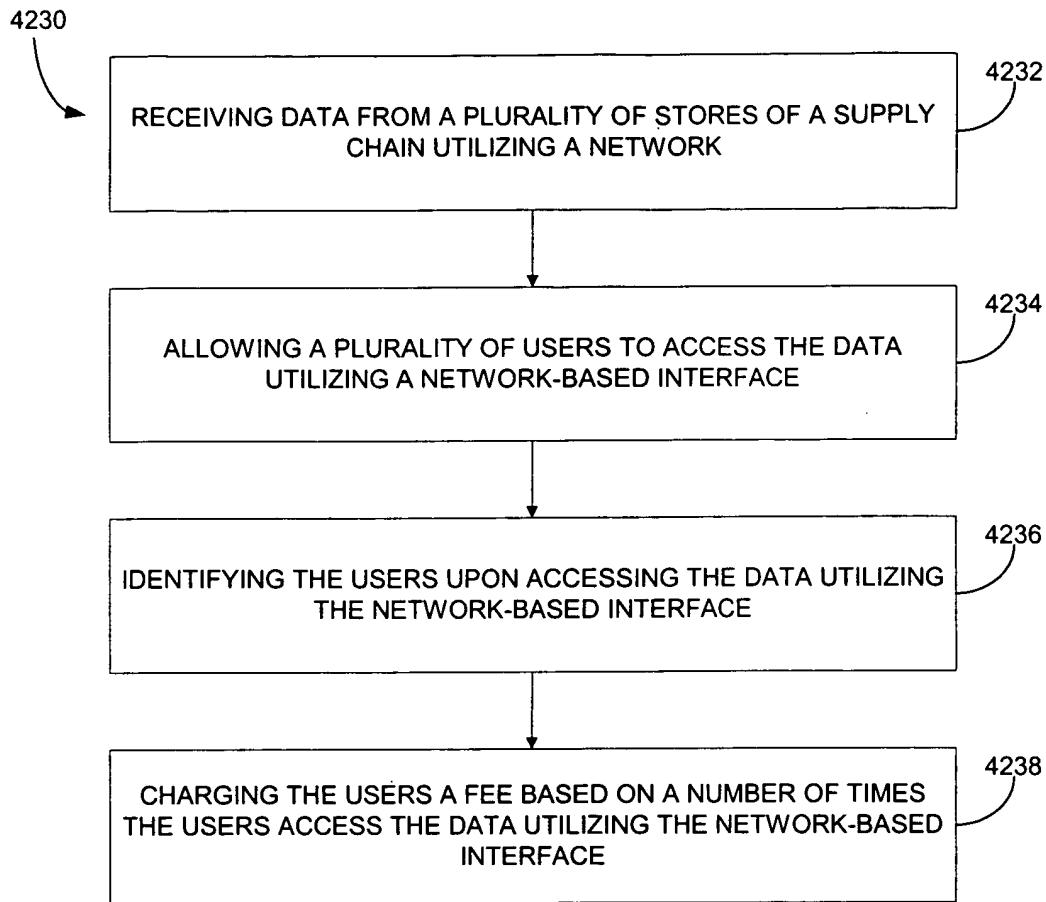


FIG. 42

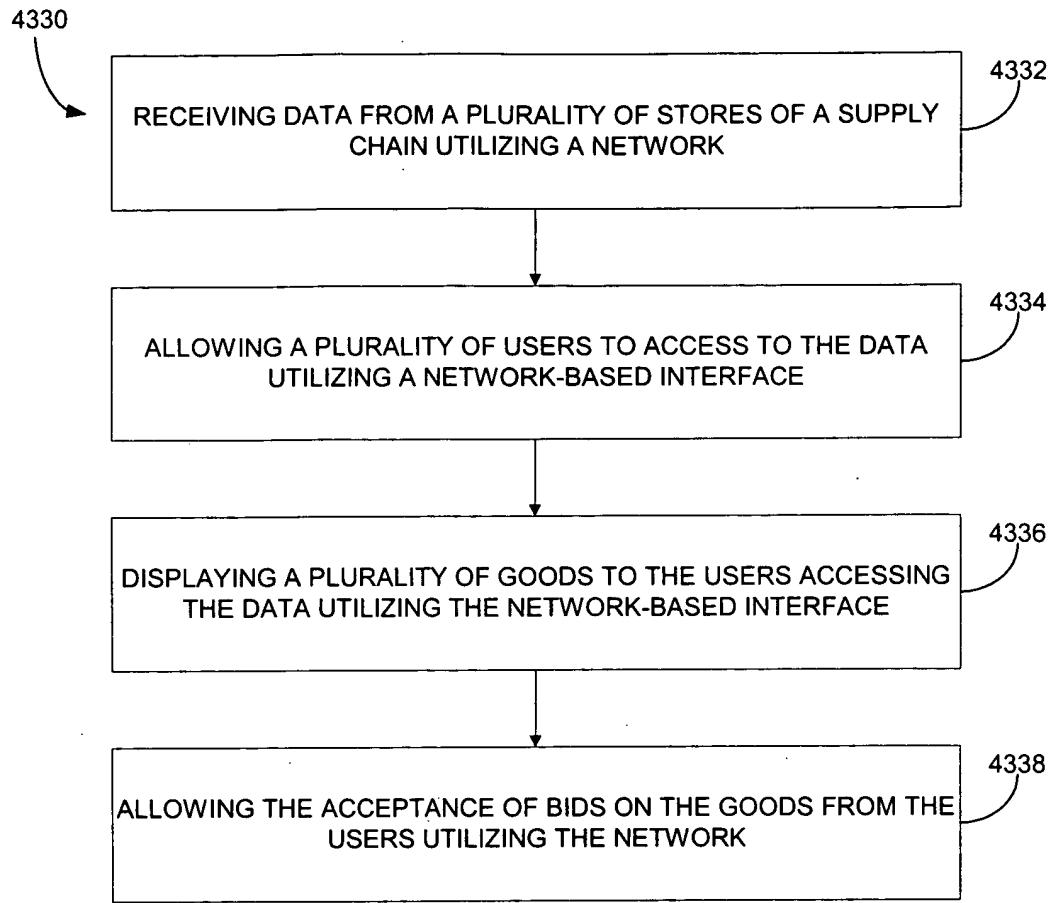


FIG. 43A

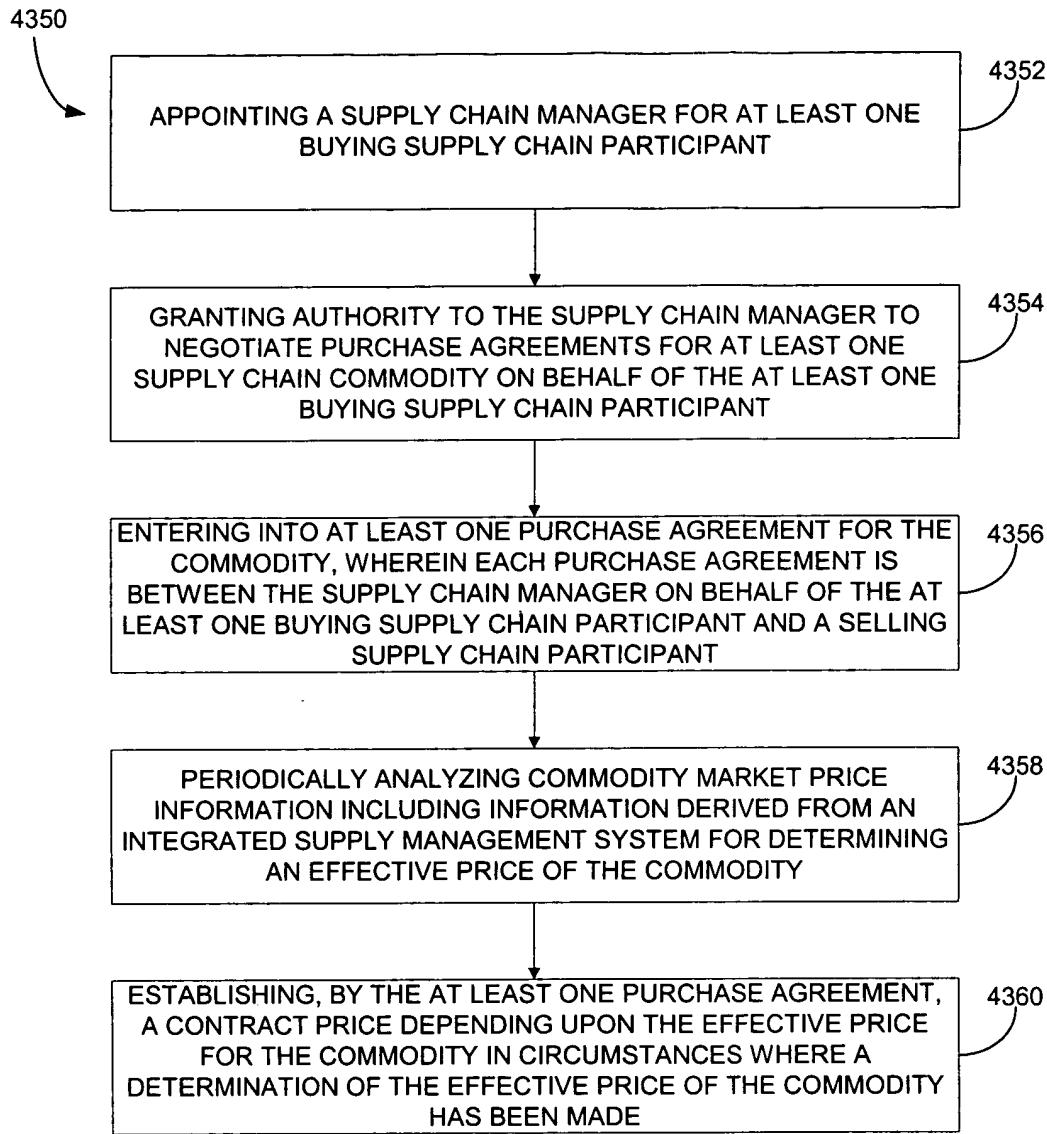


FIG. 43B

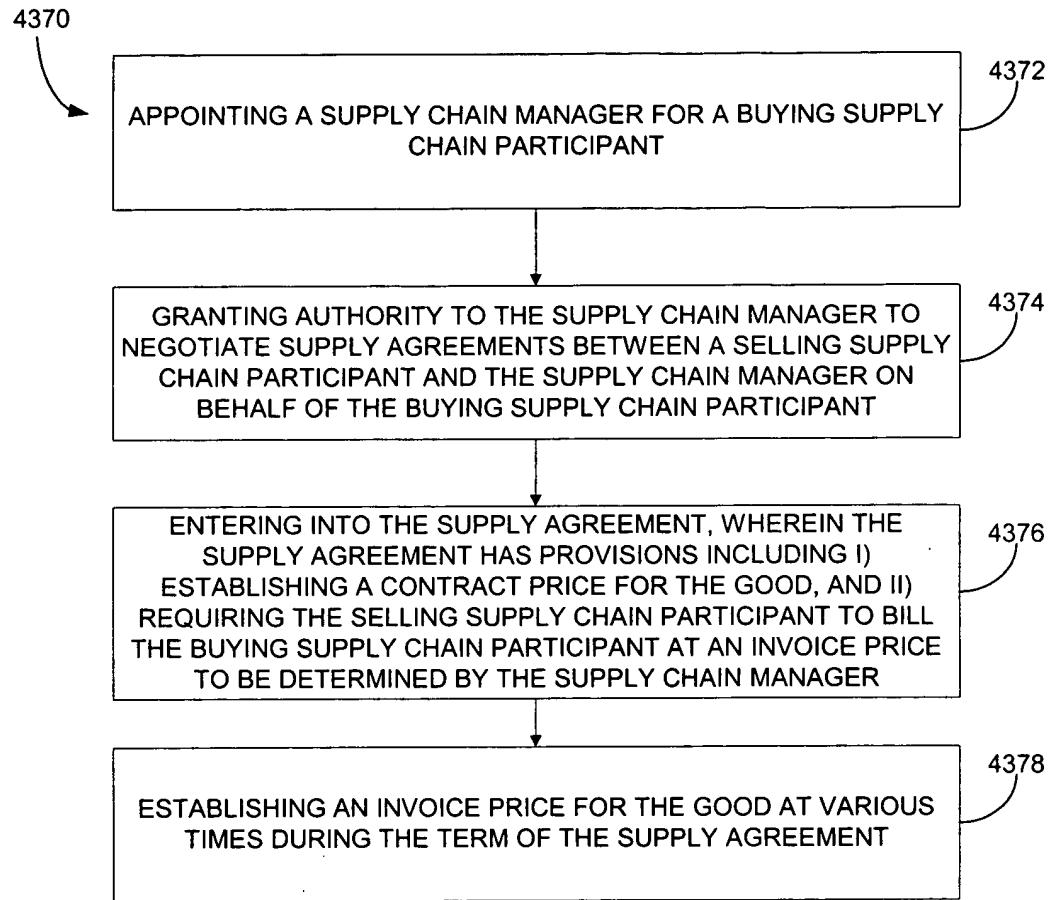


FIG. 43C

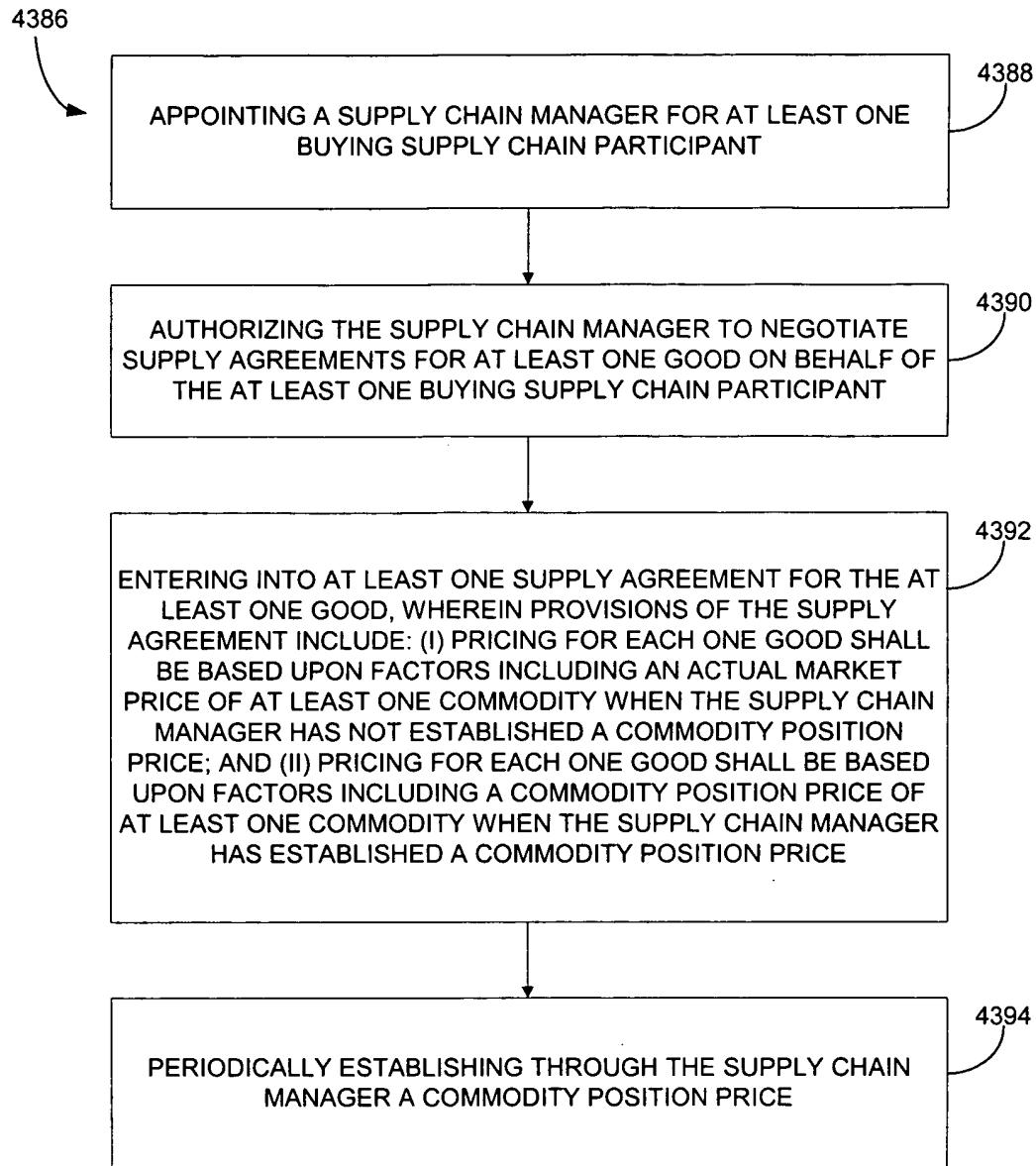


FIG. 43D

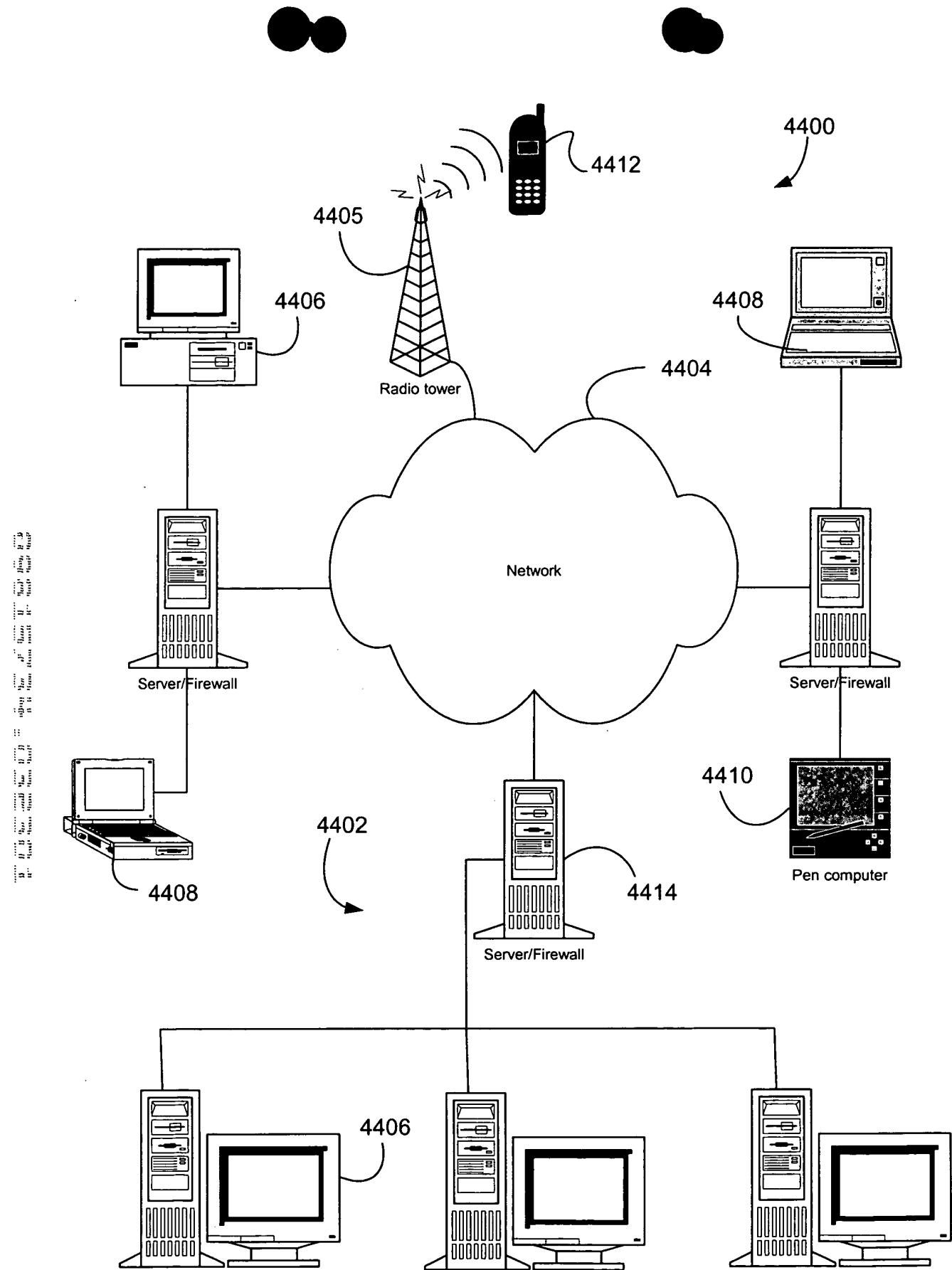
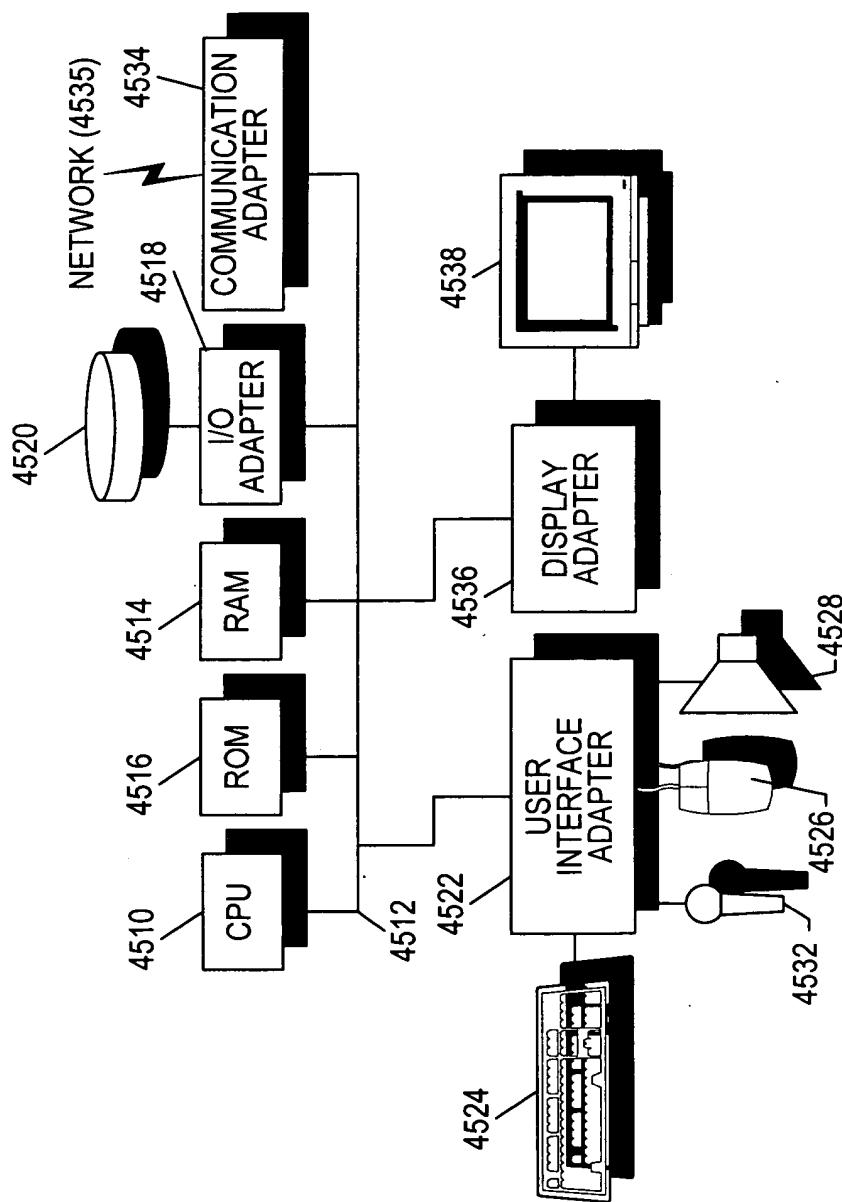


FIG. 44

FIG. 45



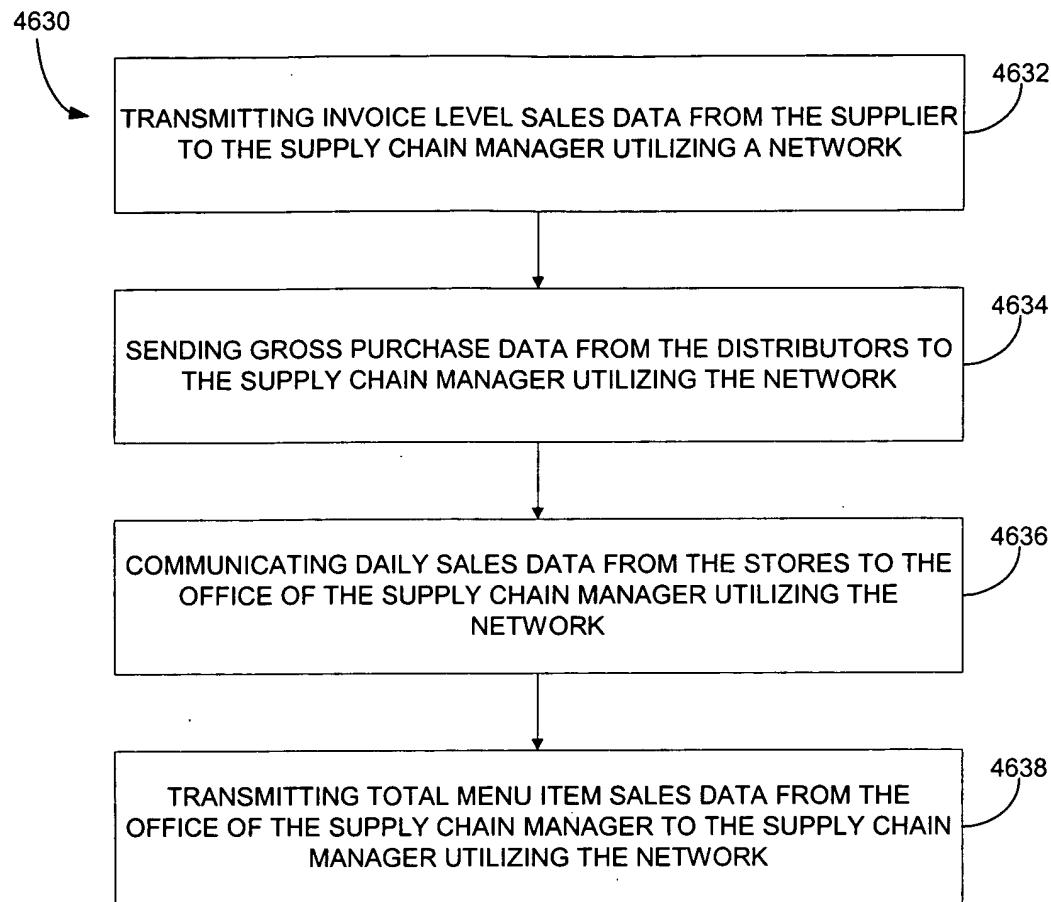


FIG. 46

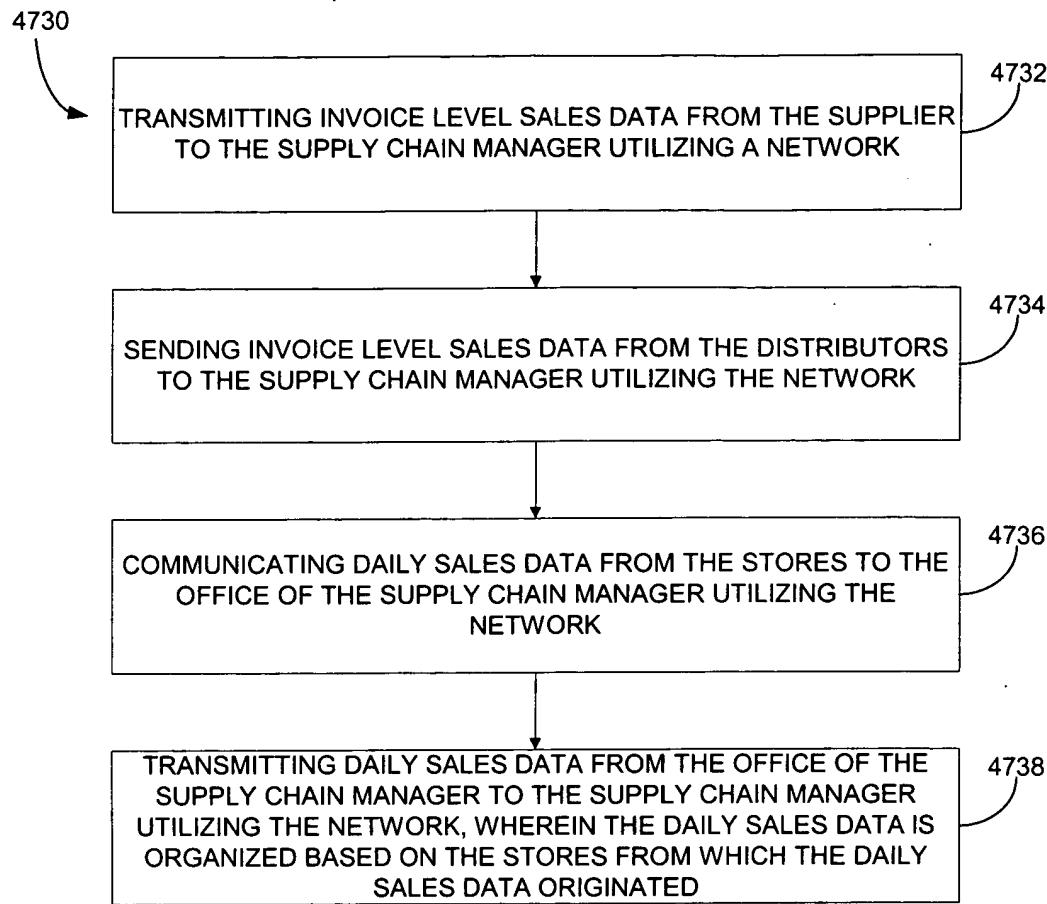


FIG. 47

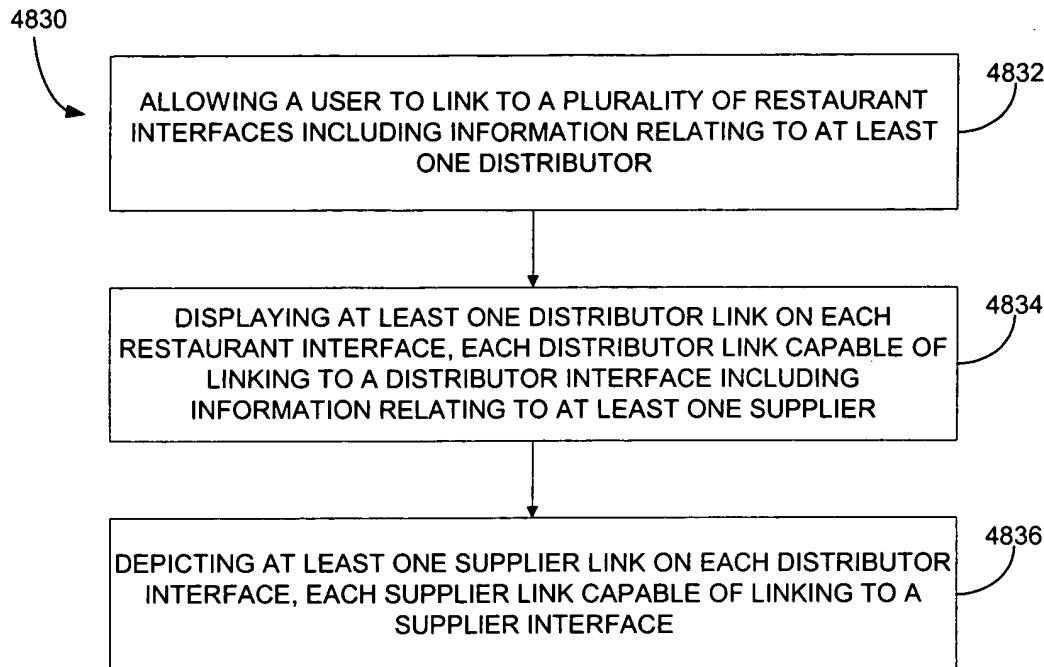


FIG. 48

File Edit View Favorites Tools Help

Address Back Forward Stop Refresh Home

RSI

Restaurant Services, Inc.

BURGER KING® System Independent Purchasing & Distribution Service Coop

4902 4904

User Name Franchisee Password Enter Site Click For Help

About RSI

RSI works closely with restaurant owners, Burger King Corporation, food and packaging suppliers, marketing agencies, equipment vendors, distributors and information systems providers to streamline and improve the supply chain efficiency

Internet

RSI was founded in 1991 as the exclusive purchasing agent for the vast majority of products used by the U. S. BURGER KING system. Its primary purpose is to leverage the buying power of BURGER KING restaurants to achieve favorable contracts for food, packaging, premiums, promotion products, supplies, equipment, "distributors" and related services on behalf of more than 8,300 restaurants.

RSI's Board of Directors is comprised of BURGER KING franchisees, elected by region, one Burger King Corporation representative and one member appointed by the Minority Franchisee Association. The cooperative maintains a close working relationship with Burger King Corporation, with respective roles and responsibilities outlined in a formal Operating Agreement.

Contact Information

Map/Directions

General Information

Legal Information

More About RSI

Help

BKC link

NFA link

NA



FIG. 49

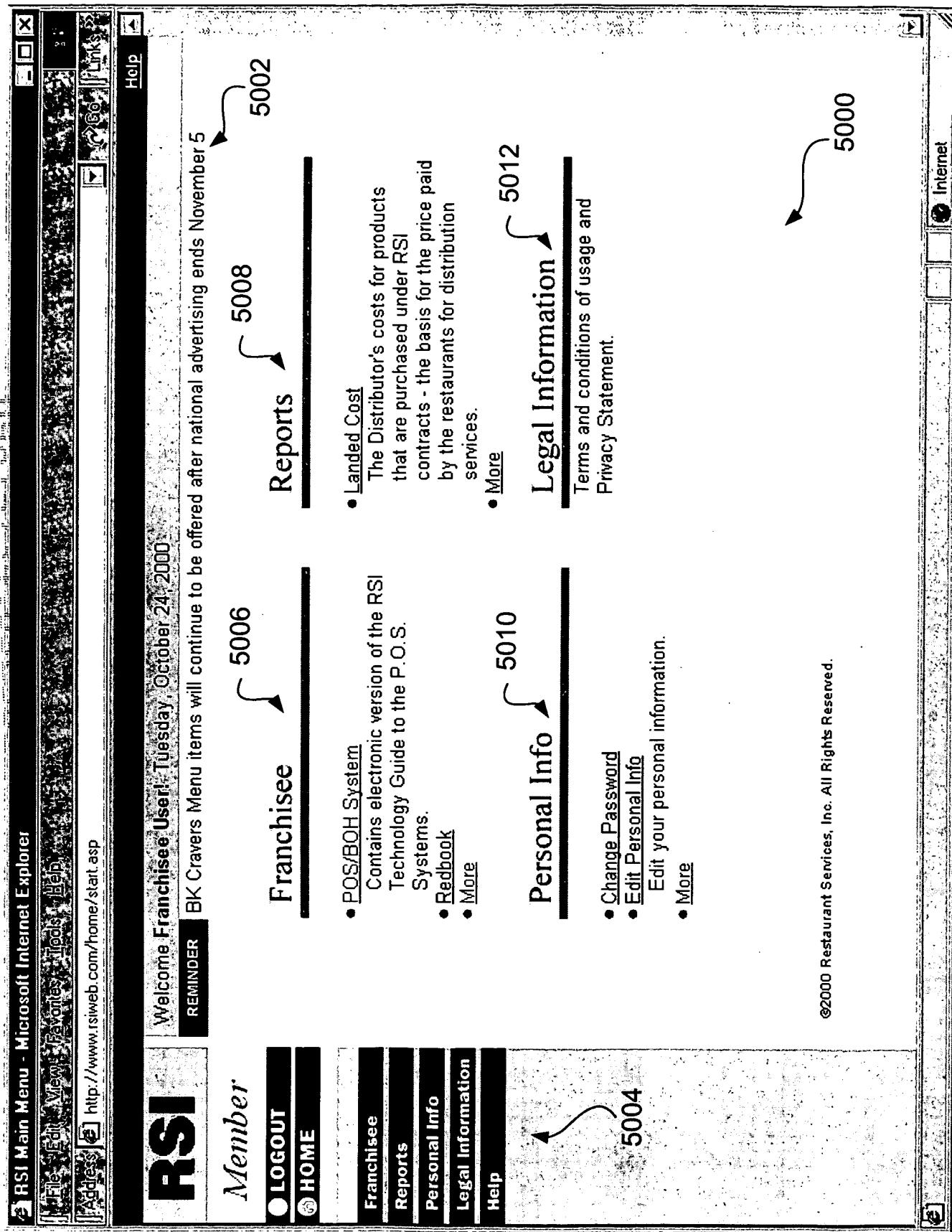


FIG. 50

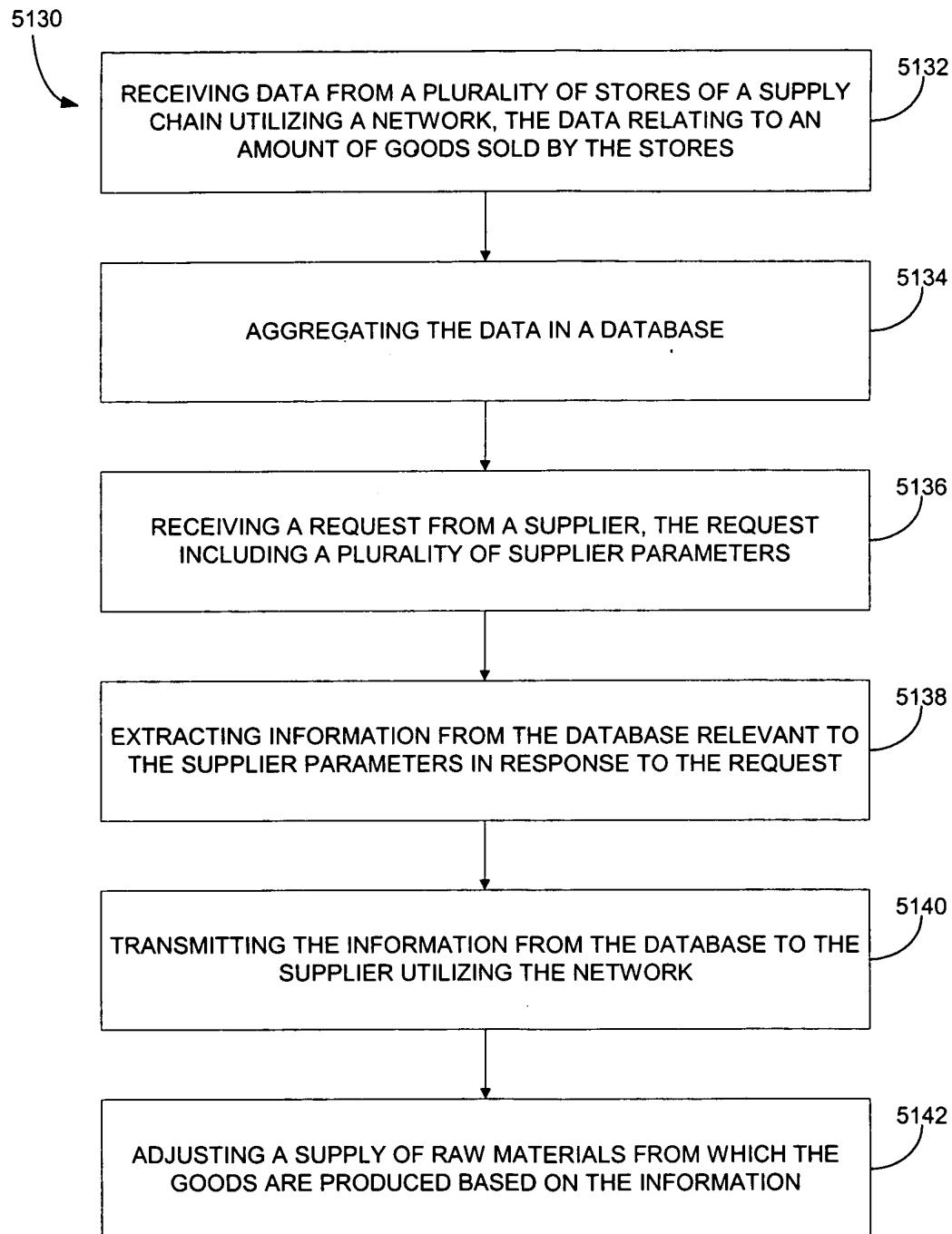


FIG. 51

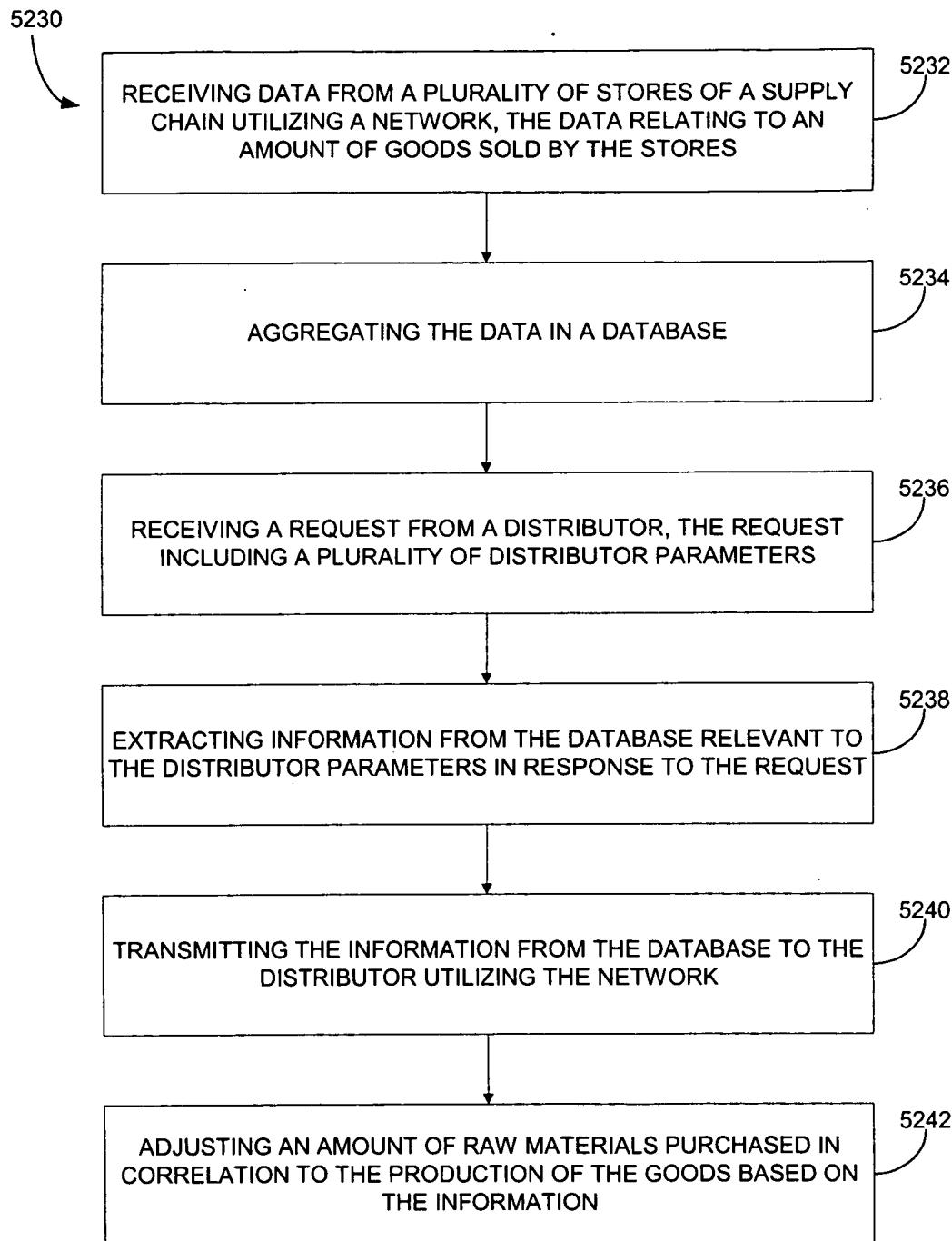


FIG. 52


RSI
Distributor

[Logout](#)

[HOME](#)

[Reports](#)

[Personal Info](#)

[Legal Information](#)

[Help](#)

POS Implied Daily Usage - Distributor - Microsoft Internet Explorer

http://www.1stweb.com/dc/d_siposdaily.asp

Printer Friendly Version

5300

POS Implied Daily Usage - Distributor
Tuesday, October 24, 2000

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Distributor User. If you are not Distributor User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

14 Day Rolling (Total Cases)														Week Ending Total																			
DC Item No	Item Description	% Chg	14 Day Avg	10/21	10/22	10/23	10/20	10/19	10/18	10/17	10/16	10/15	10/14	10/13	10/12	10/11	10/10	10/9	10/8	10/7	10/6	10/5	10/4	10/3	10/2	10/1	9/30	9/29	9/28	9/27	9/26	9/25	9/24
Number of Restaurants Serviced by DC																																	
18986	SAUCE: BBQ BULK BULLSEYE	0.00%	13	21	23	18	16	16	16	16	14	21	21	15	13	13	13	13	13	13	13	13	13	13	13	13	13	13	13	13			
20788	MUSTARD: BULK BK	0.00%	12	19	20	18	14	14	13	14	19	19	18	16	15	15	14	14	14	14	14	14	14	14	14	14	14	14	14	14			
24340	MAYONNAISE: BULK BK	0.00%	134	197	211	173	169	169	169	169	169	163	163	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160			
24986	STRAW: WRAPPED 7.75" BK	0.00%	21	33	34	27	25	24	24	24	24	34	33	33	27	27	24	24	24	24	24	24	24	24	24	24	24	24	24	24			
26318	FORK: WRAPPED BULK BK	0.00%	10	11	12	10	9	9	9	9	9	11	11	12	11	10	9	9	9	9	9	9	9	9	9	9	9	9	9	9	9		
25462	KNIFE: WRAPPED BULK BK	0.00%	3	3	3	3	3	2	2	2	2	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3			
27682	KETCHUP: BULK BAG IN BOX	0.00%	89	134	142	116	104	102	101	100	100	138	138	139	139	115	115	108	108	102	102	798	798	771	771	776	776	743	743				
27690	KETCHUP: PACKETS 10g BK	0.00%	127	194	205	160	143	142	139	144	187	197	160	142	140	140	140	140	140	140	140	140	140	140	140	140	140	140	140	140	140		

FIG. 53

FIG. 54

Local DC Promotion Forecast Report - Microsoft Internet Explorer

File Edit View Favorites Tools Help

http://test.iplink.com/dc/d_ipromodetail.asp?dc=26576

Printer Friendly Version

Distributor

Logout **HOME**

Reports **Personal Info** **Legal Information** **Help**

REINHART - CEDAR RAPIDS, IA
Local Promotion Summary by DC
Tuesday, October 24, 2000

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Distributor. If you are not Distributor, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

5400

Local Promotion Option	Start Date	Projected Daily Usage	Duration (In Weeks)	Participating Restaurants	Rest Count	Non-Participating Restaurants
32 oz. Motor Cup	5/1/00	85	98	8		
Davenport-R-Moline, IA	6/1/00	86	32	17		
Des Moines-Ames, IA	7/1/00	85	17	28		
Omaha, NE	7/1/00	85	17	50		
Peoria, IL	8/1/00	85	98	17		
Sioux City, IA	8/28/00	85	99	10		
Springfield-D-earl-Chmpg, IL	8/1/00	85	98	1		
32 oz. Motor Cup Total				131		
Big King						
Cedar Rapids-Waterloo-Dubq, IA	4/15/00	99	19			
Davenport-R-Moline, IA	4/15/00	98	17			
Ottumwa-Kinsville, IA	4/16/00	99	3			
Big King Total				39		
Pancake Minis						
Chicago, IL	5/15/00	20	99	8		
Peoria, IL	5/1/00	20	98	17		
Sioux City, IA	4/15/00	20	99	10		
Pancake Minis Total				35		

Done Internet

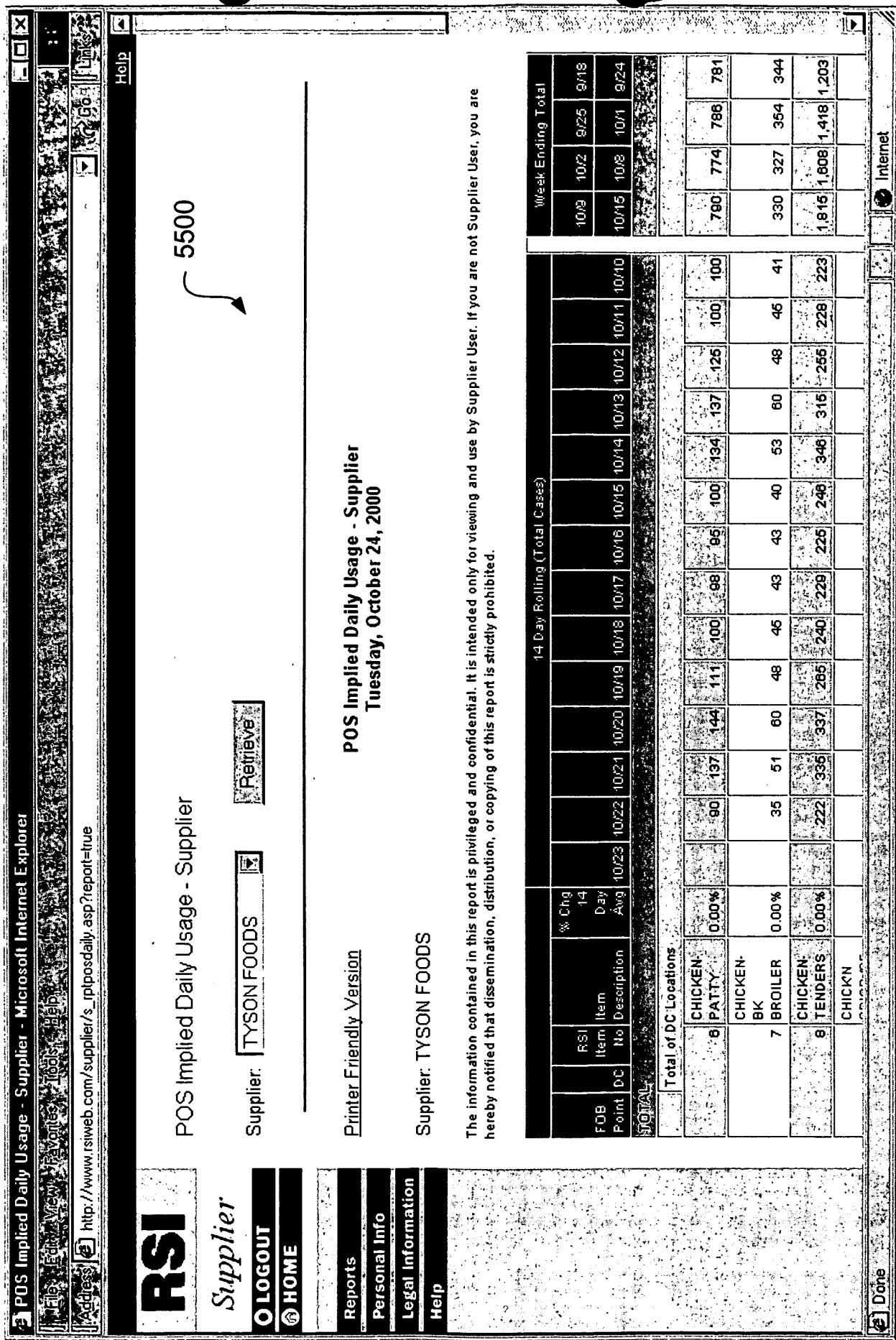


FIG. 55

Restaurant Landed Cost Verification Report - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address Go Links

Help

RSI

Member

Franchisee

Landed Cost Report

Restaurant Number: Date:

5600

Printer Friendly Version

Report Date: Sunday, October 22, 2000
 Restaurant Number: 0003473
 Distribution Center: REINHART - CEDAR RAPIDS, IA

Report Contact: Robert Harris
 Contact Number: 305-529-3409

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Franchisee User. If you are not Franchisee User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

RSI Item No	RSI Item Description	DC Cost	Markup	Rest. Cost
10340	REGISTER TAPE THERMAL 2.25" X 100'	\$21.27	\$1.57	\$22.84
12880	SUGAR SUBSTITUTE PINK PKT 2000 CT	\$5.87	\$1.57	\$7.44
18888	SAUCE-BULK-KRAFT-BULL'S-EYE	\$24.49	\$1.57	\$26.05
19432	COFFEE-FOLGERS REGULAR	\$44.50	\$1.57	\$46.07
20788	67 MUSTARD BULK 36AL	\$8.46	\$1.57	\$9.02
20840	4281 WRAP-LOCAL OPTION	\$29.78	\$1.57	\$31.35
24340	88 SAUCE-BULK-MAYONNAISE	\$7.81	\$1.57	\$9.38
25500	4270 WATER-ICE MOUNTAIN .5L	\$6.41	\$1.57	\$7.98
	Done <input type="button" value="Internet"/>			

FIG. 56

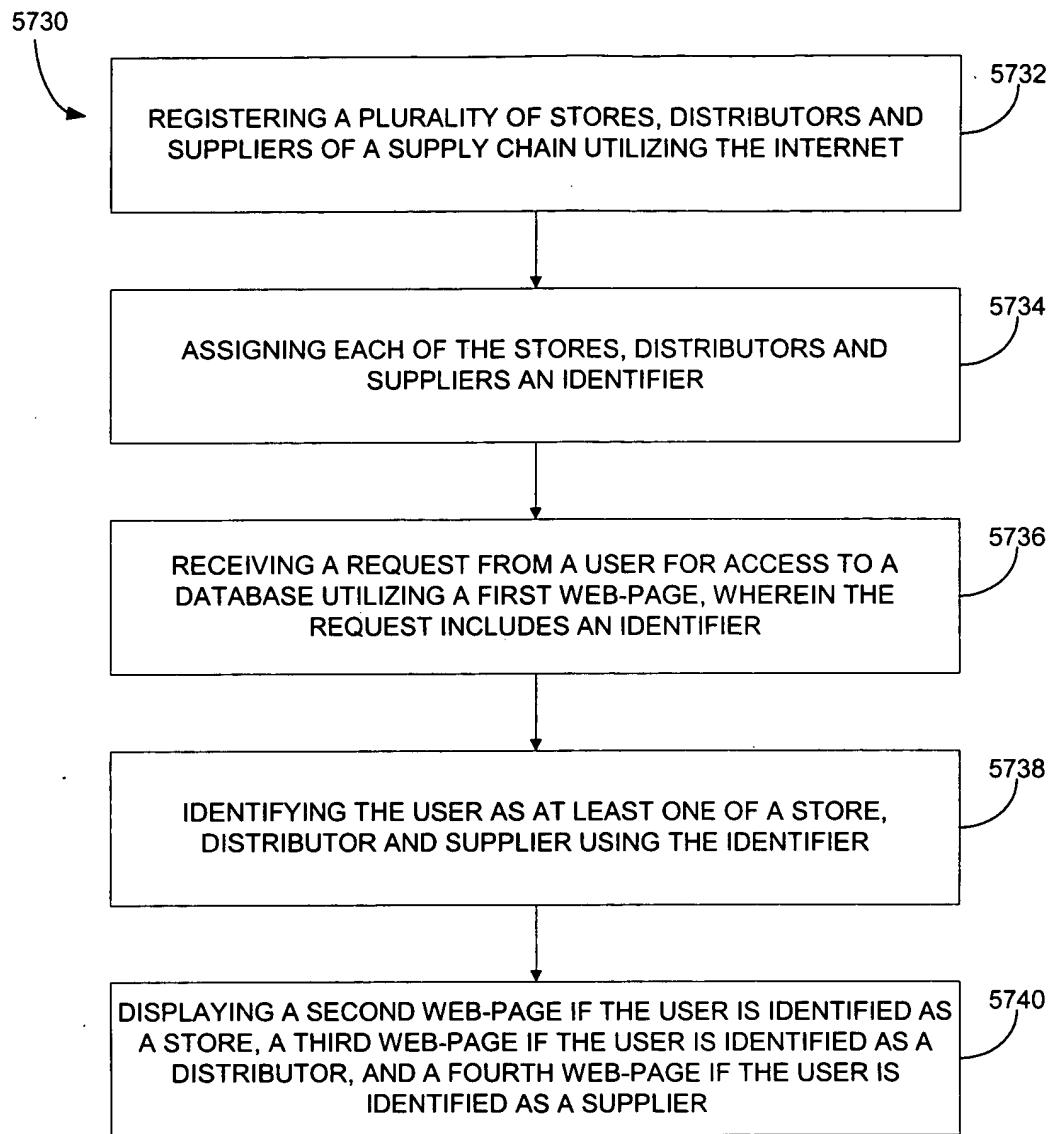


FIG. 57

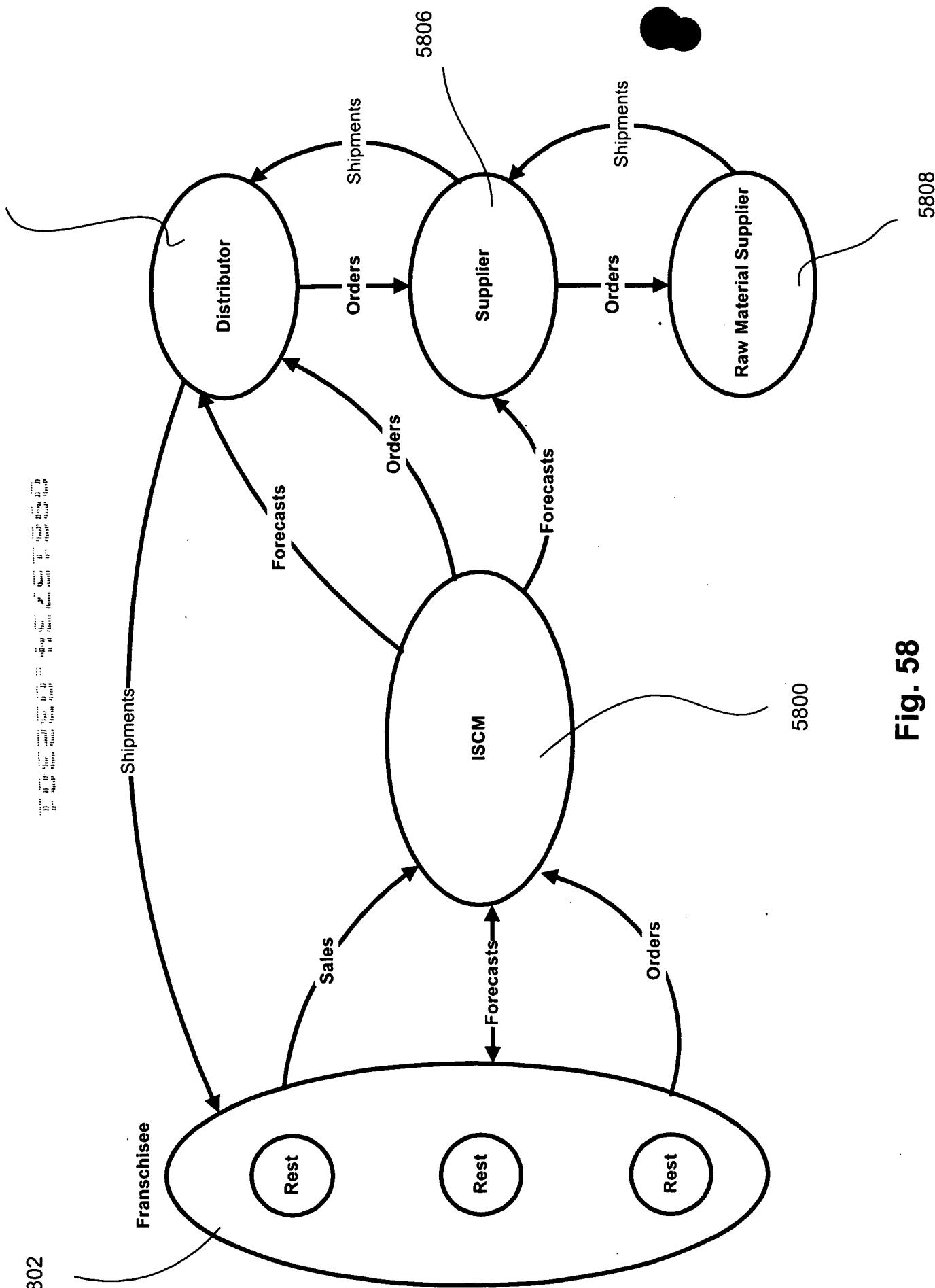


Fig. 58

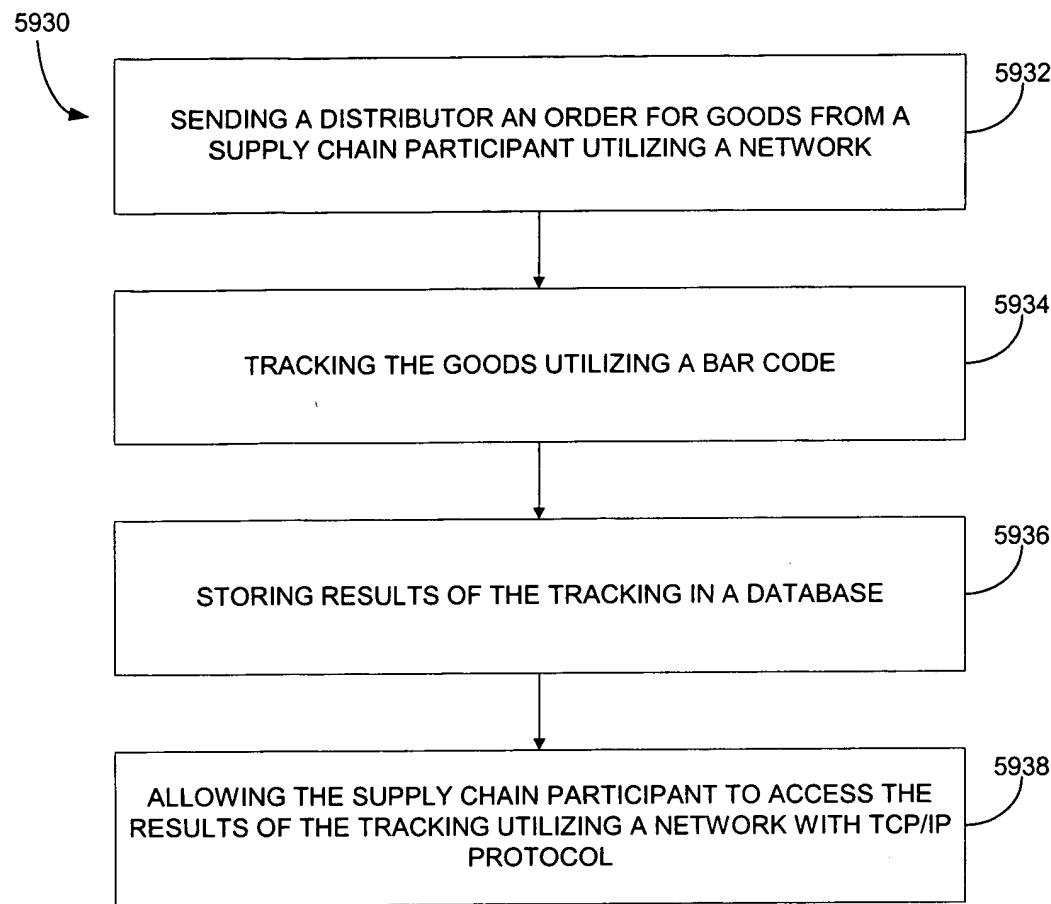


FIG. 59

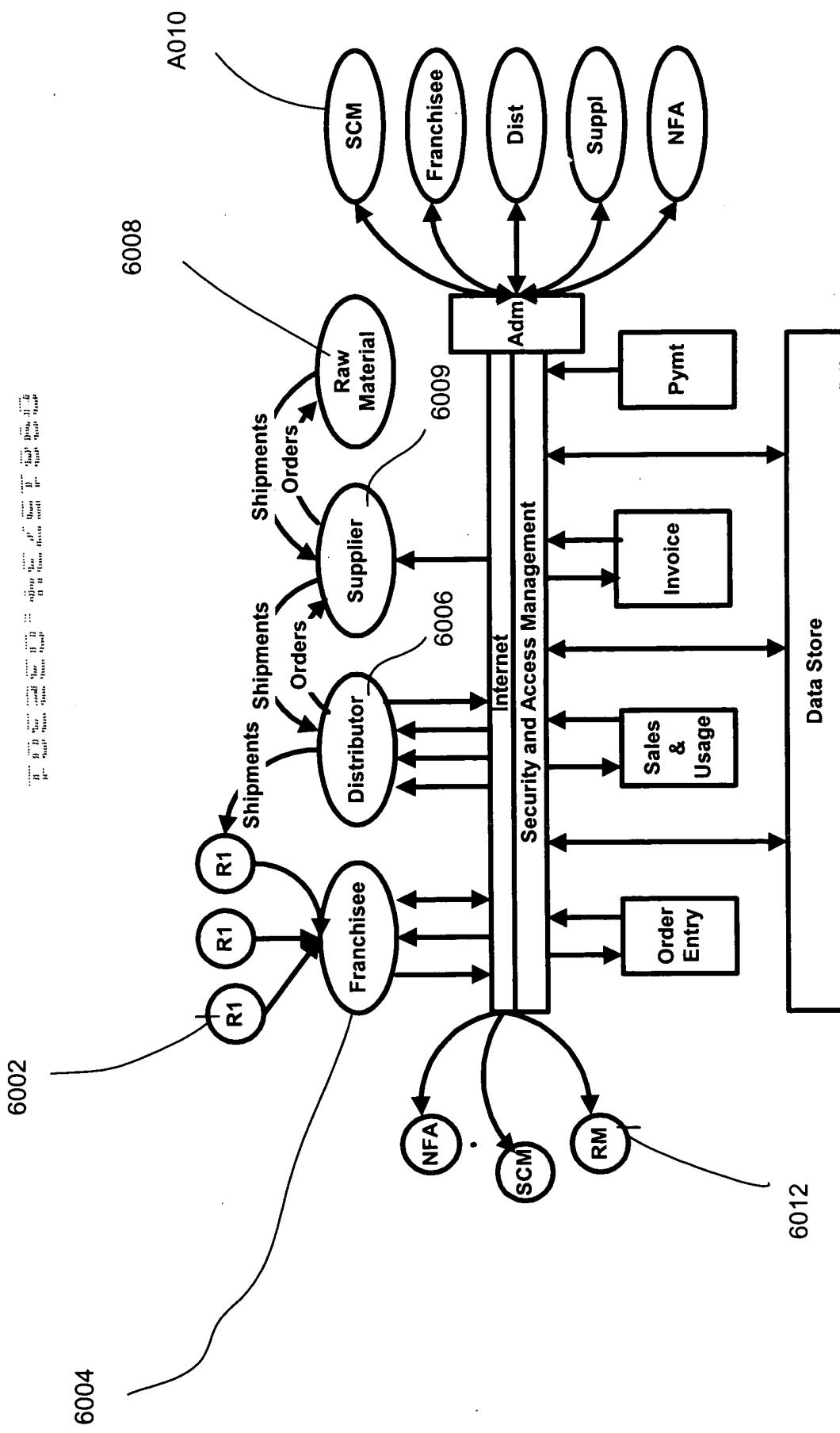


Fig. 60

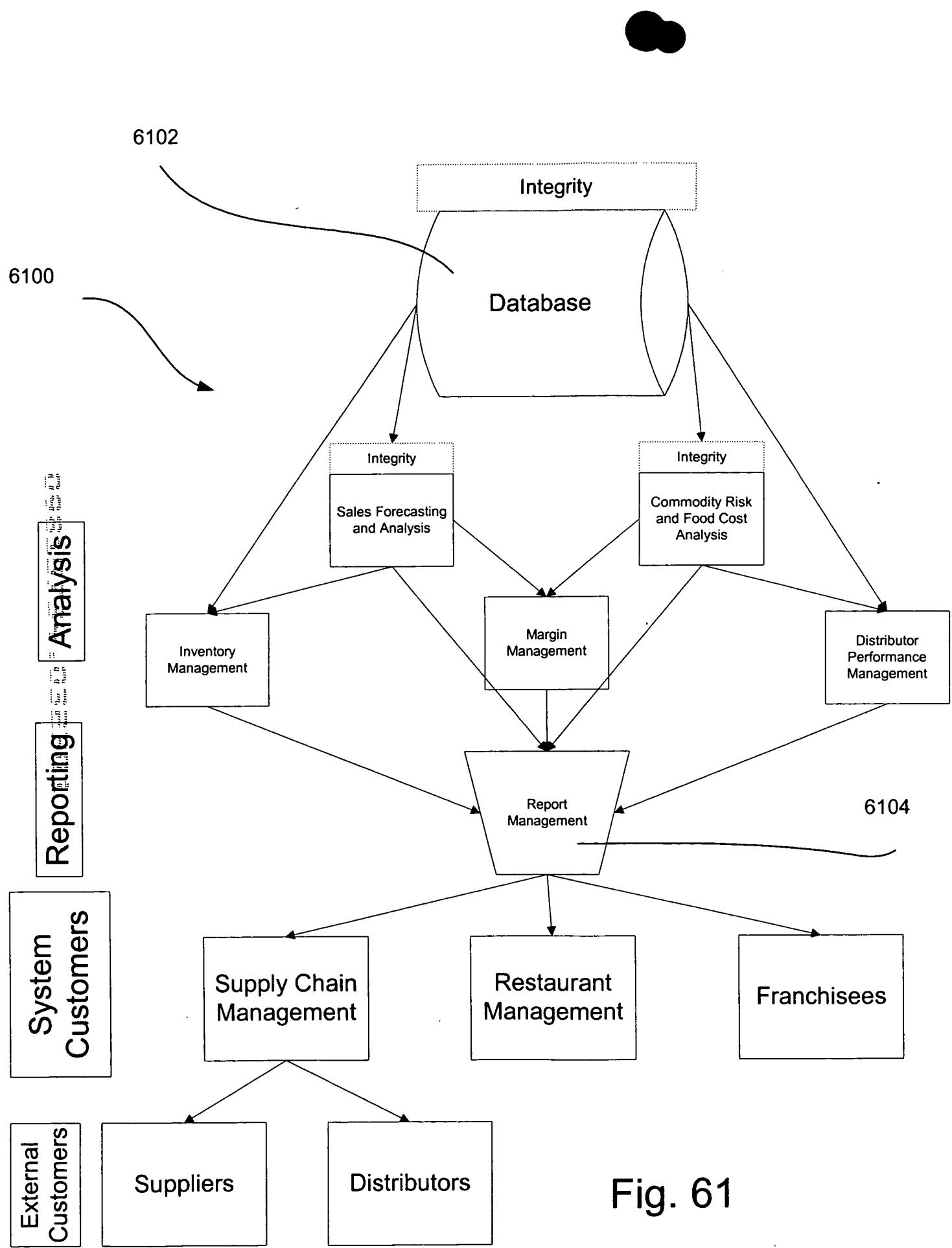


Fig. 61

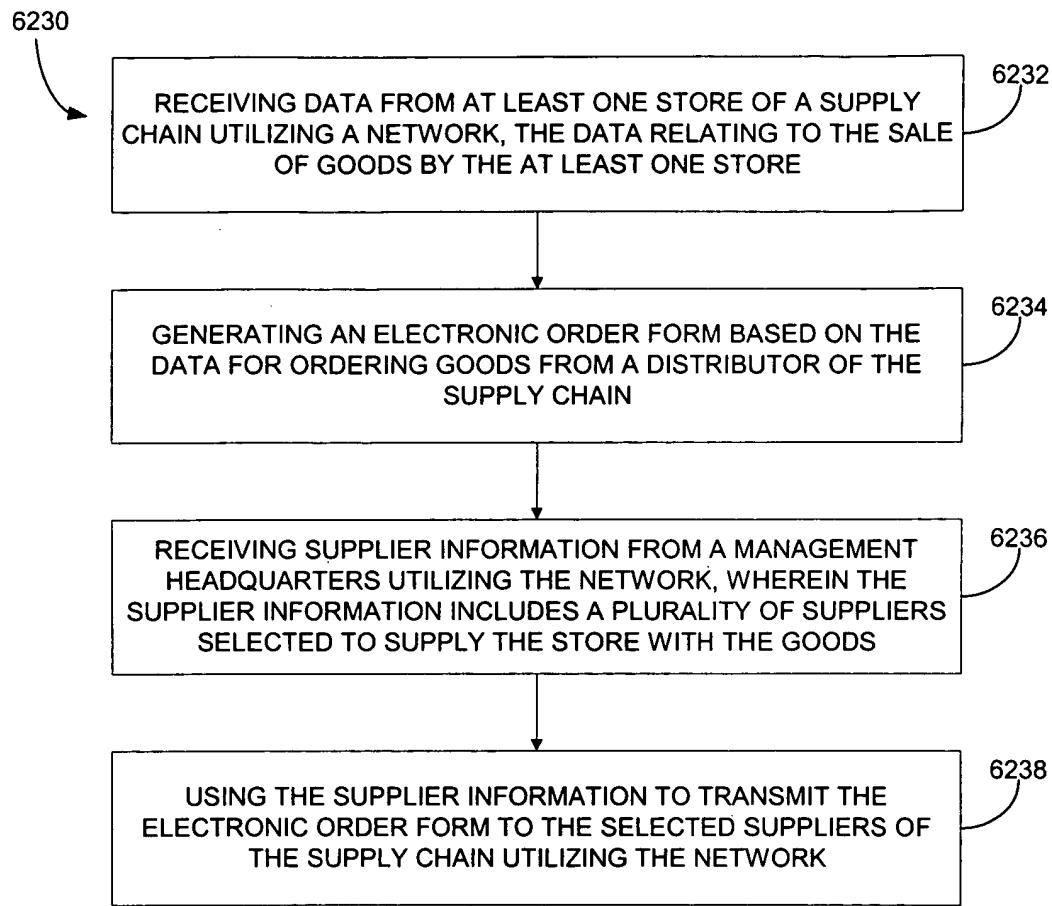


FIG. 62

6300

6300

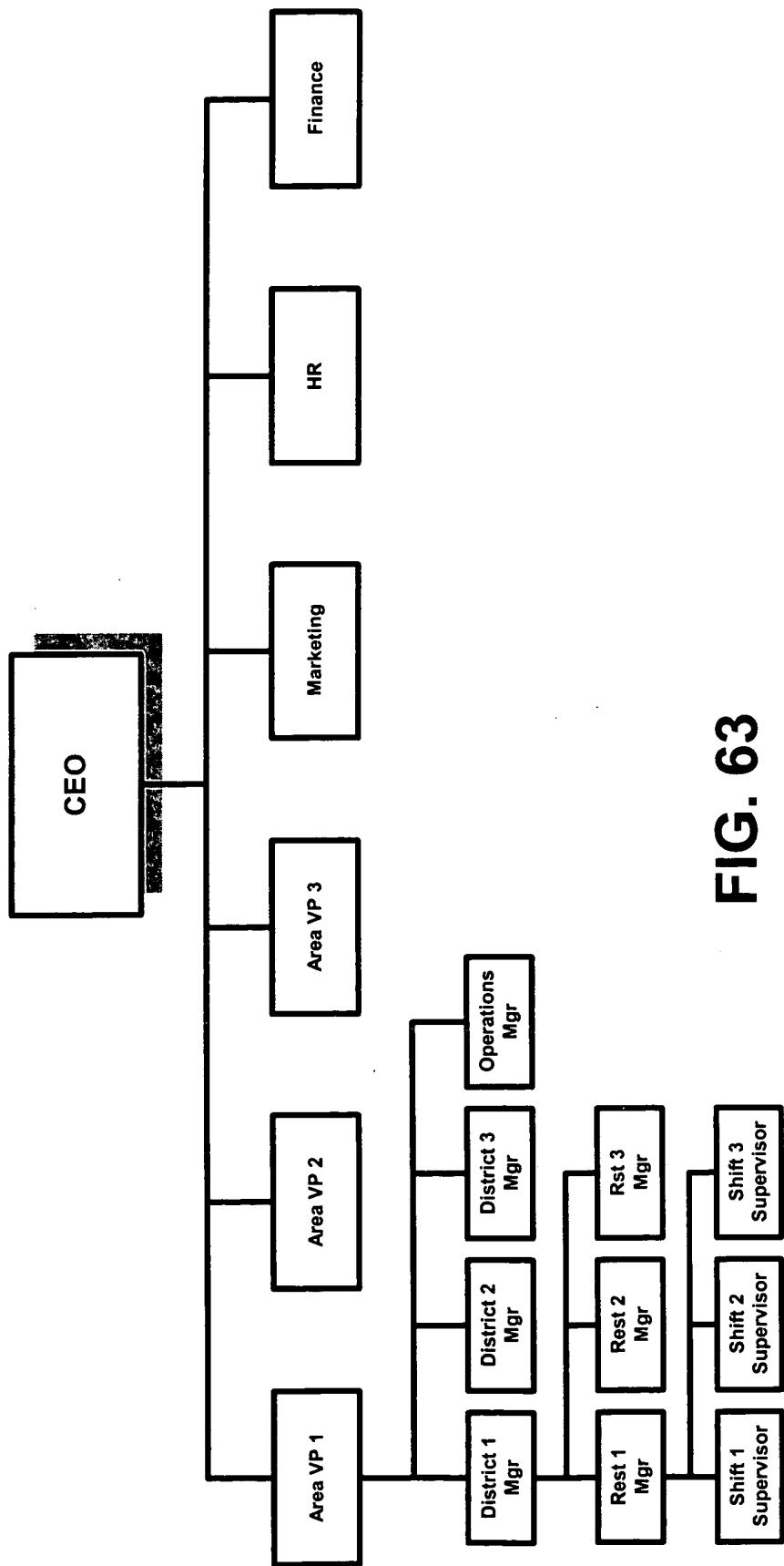


FIG. 63

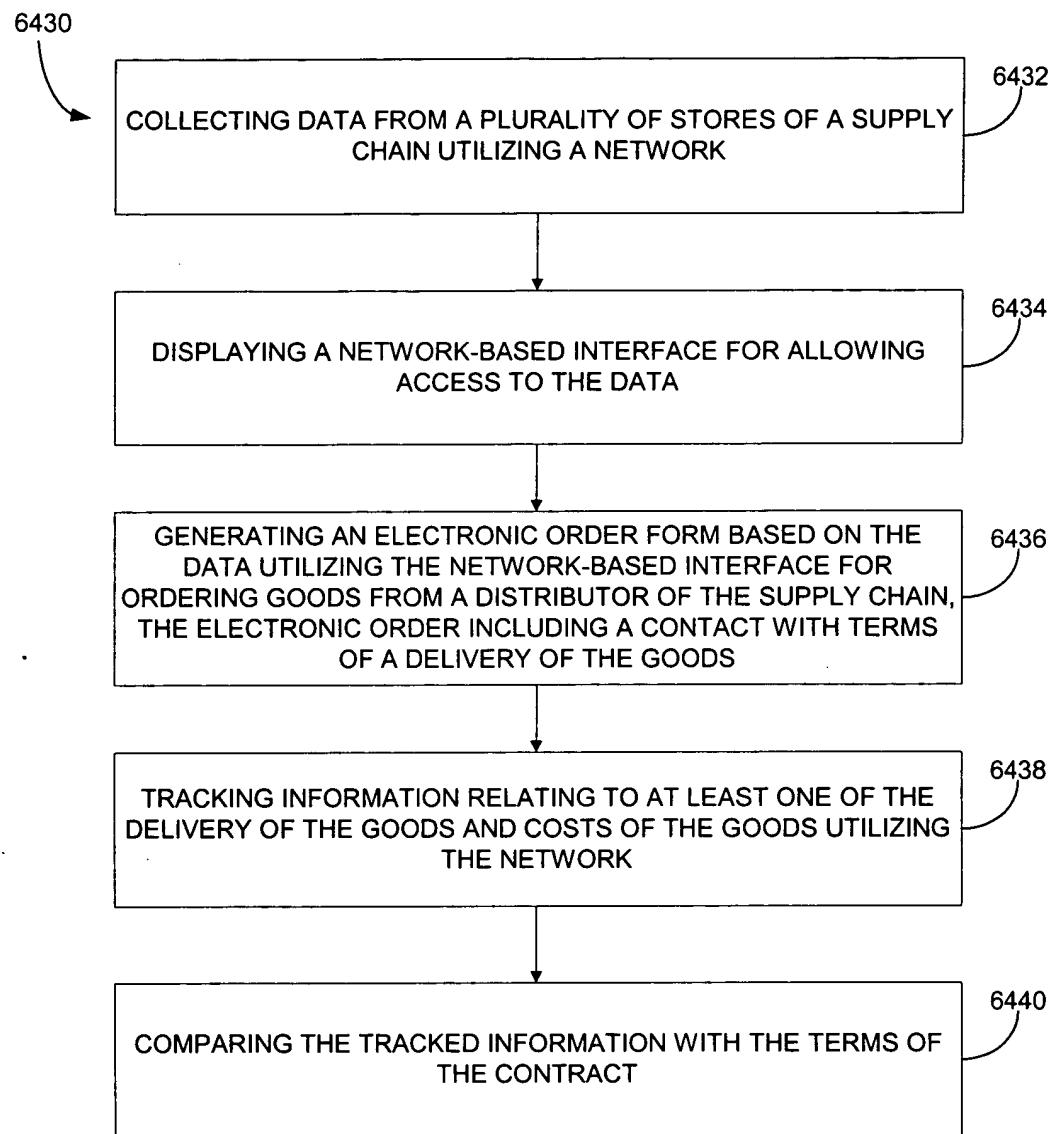


FIG. 64

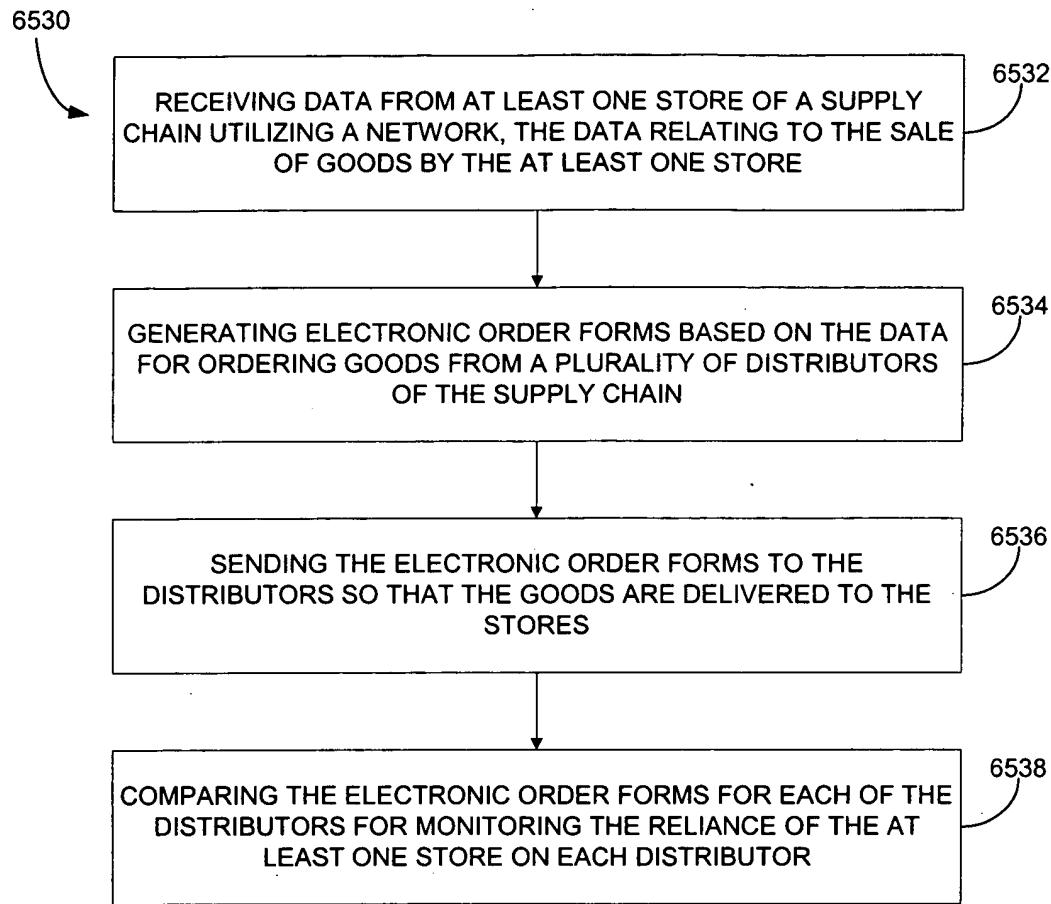


FIG. 65

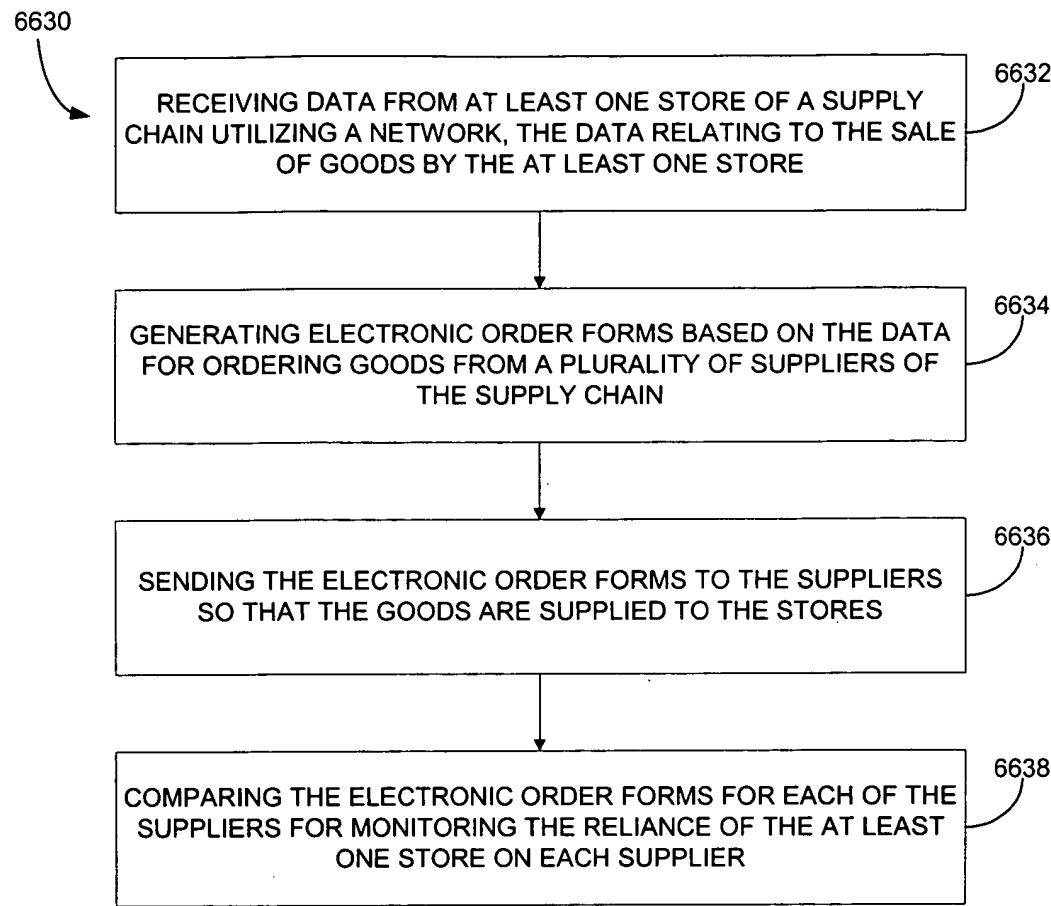


FIG. 66

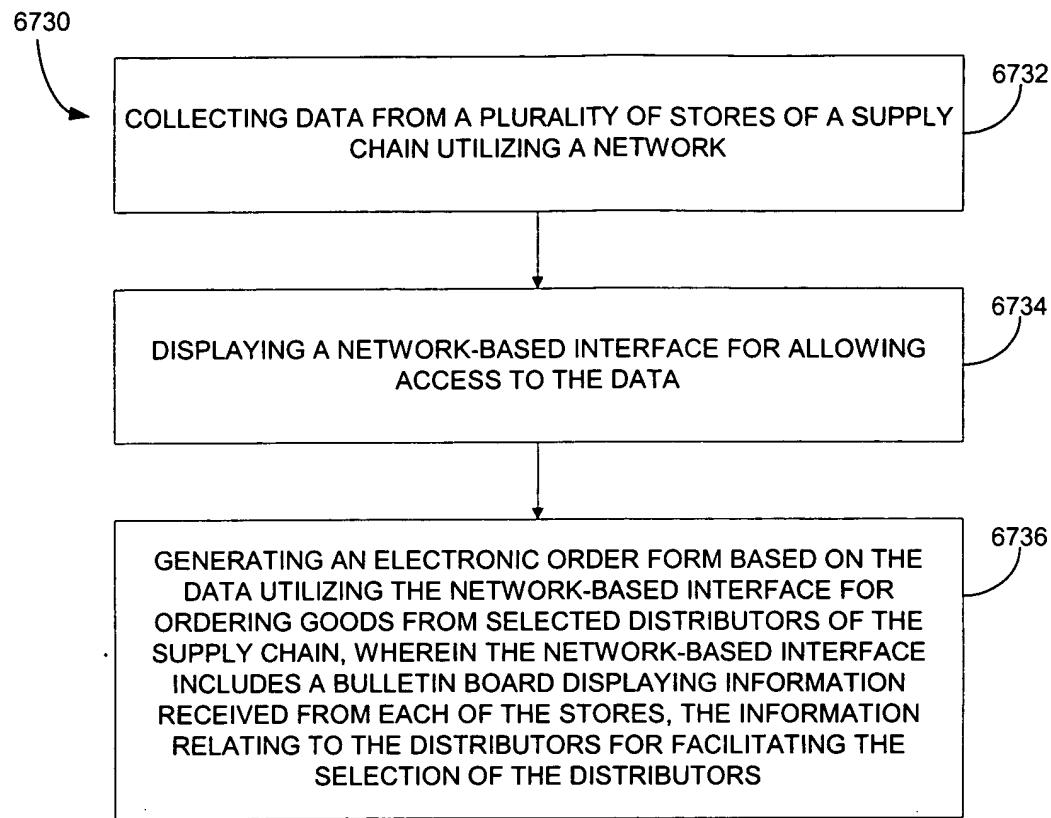


FIG. 67

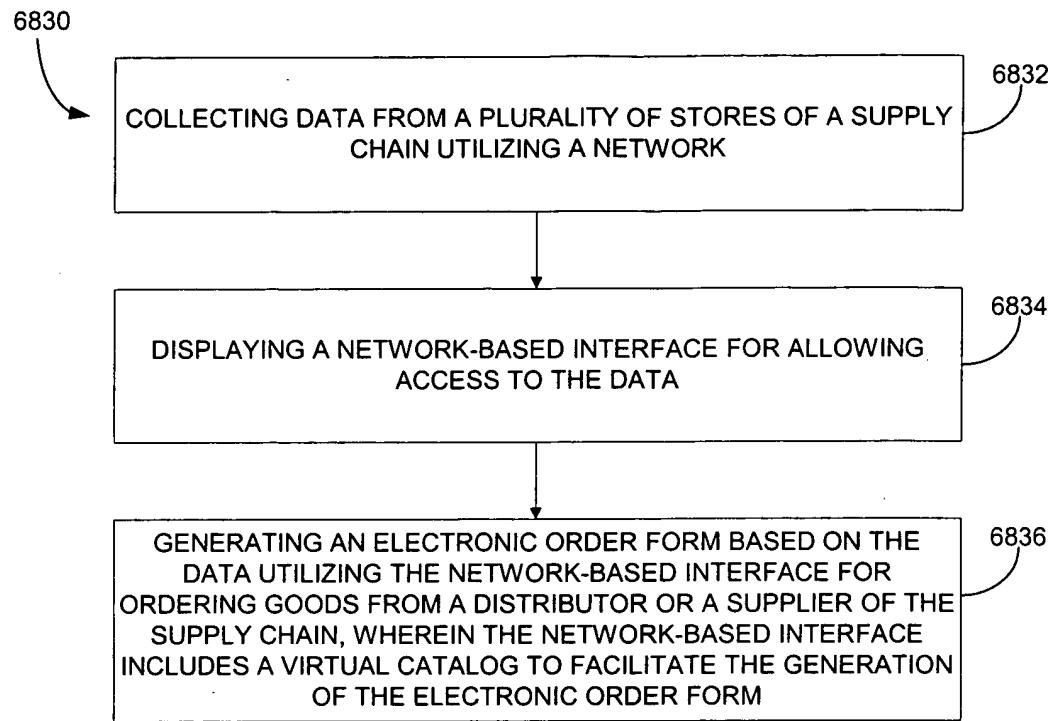


FIG. 68

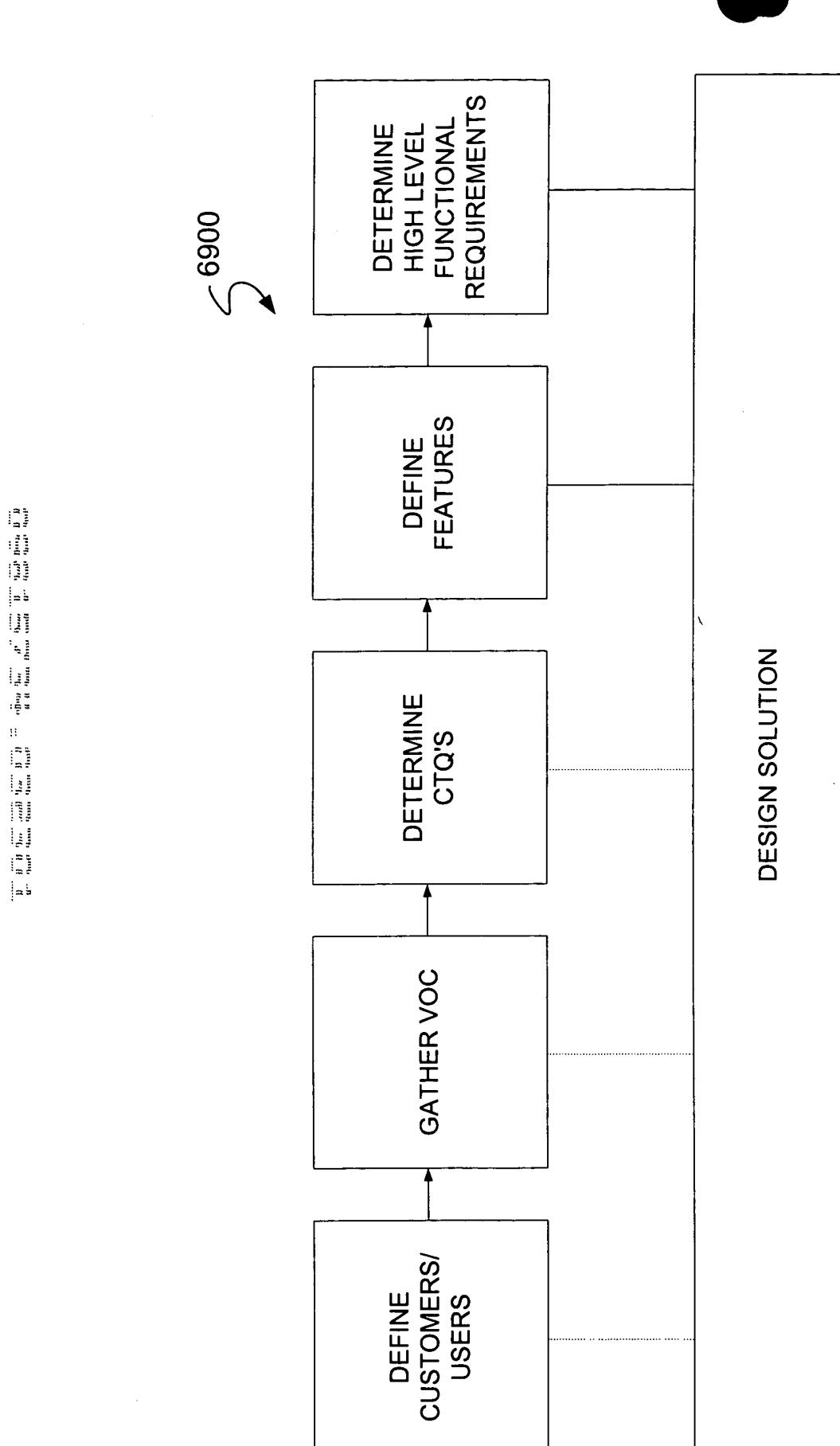


FIG. 69

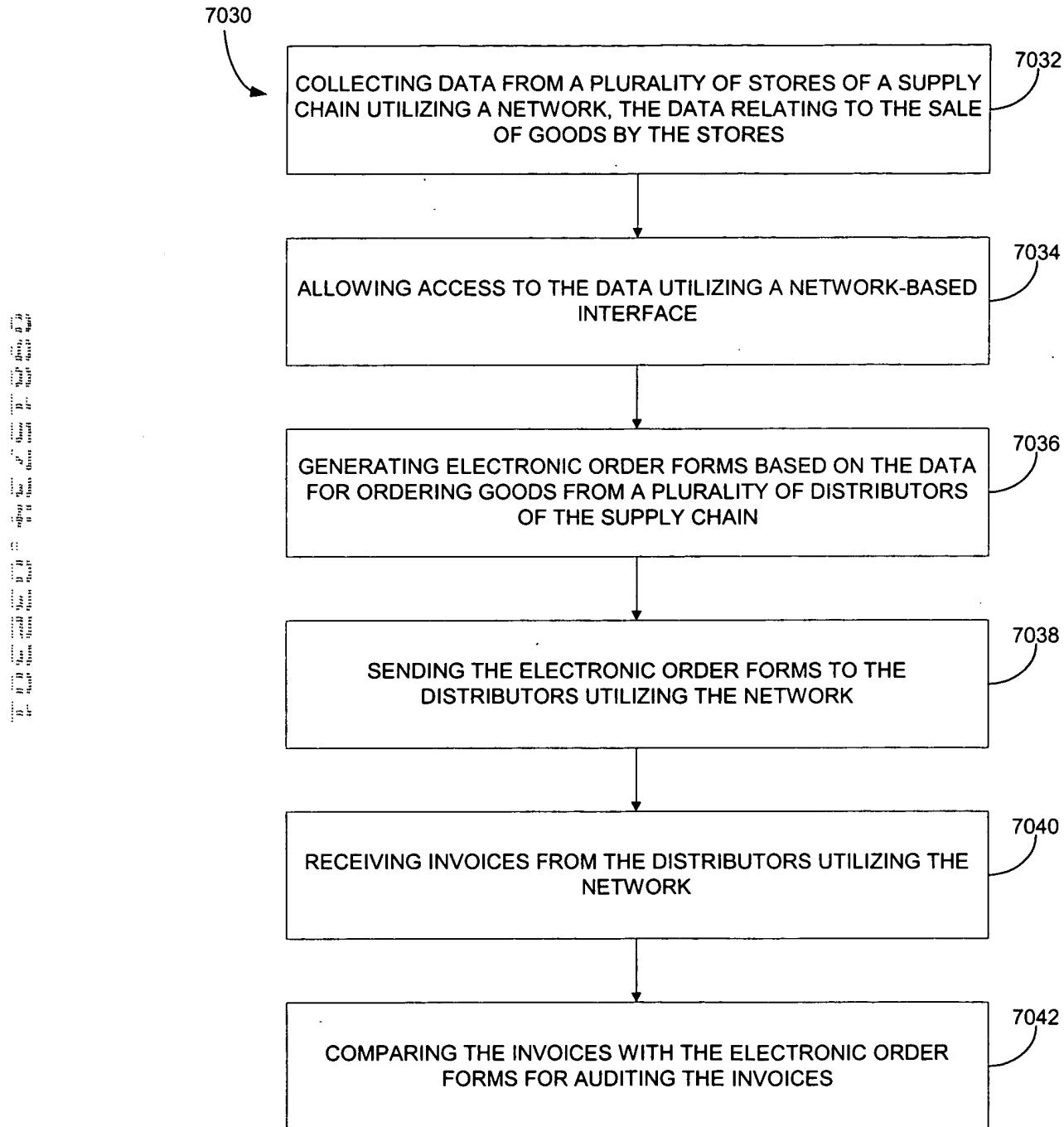


FIG. 70

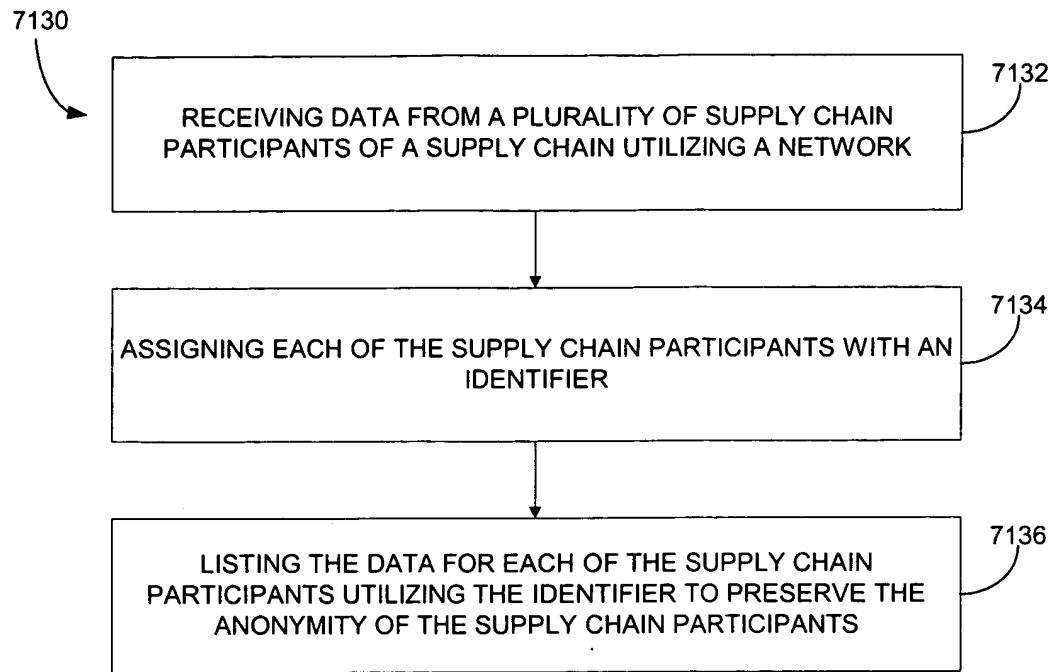


FIG. 71

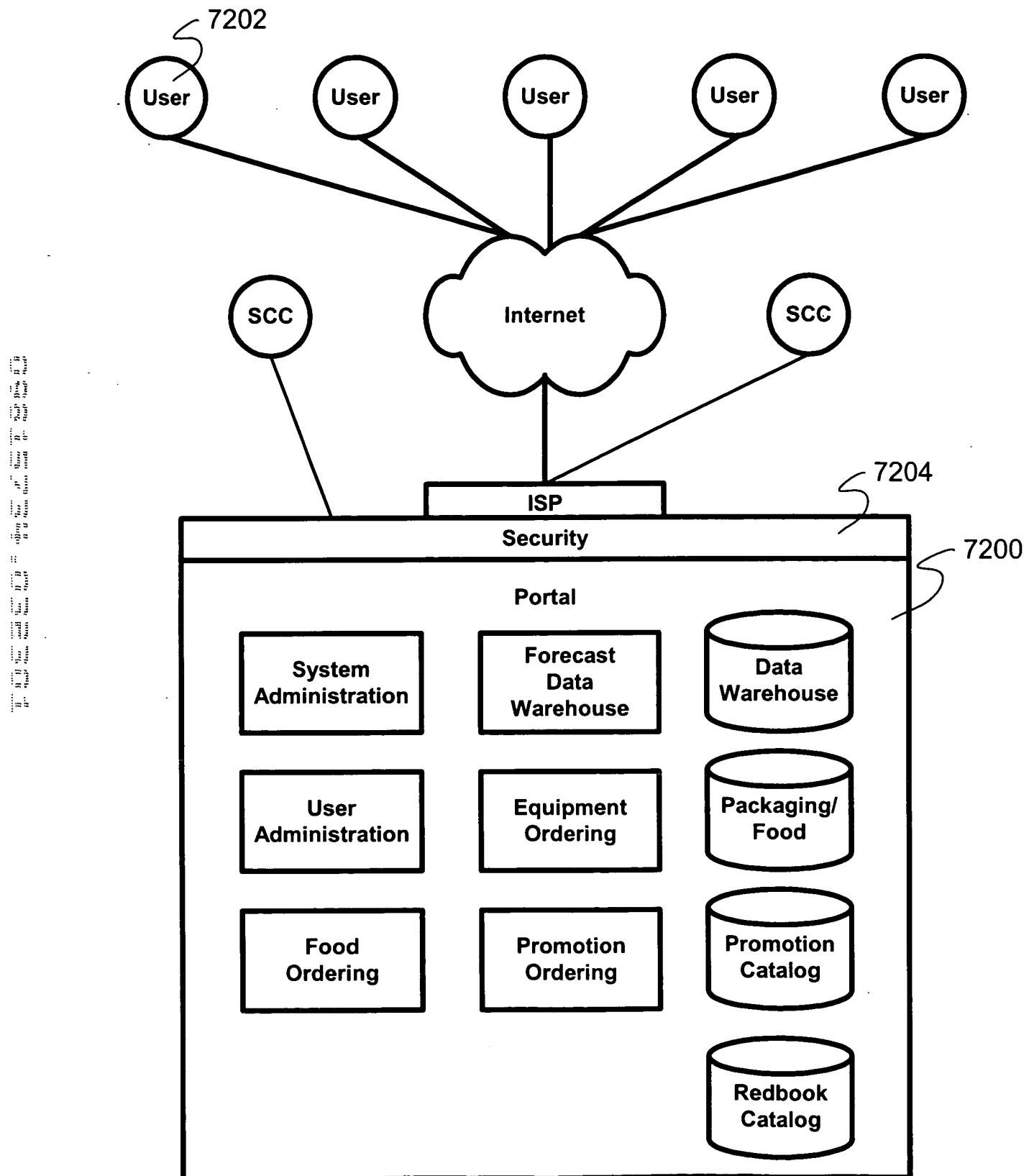


FIG. 72

FIG. 73

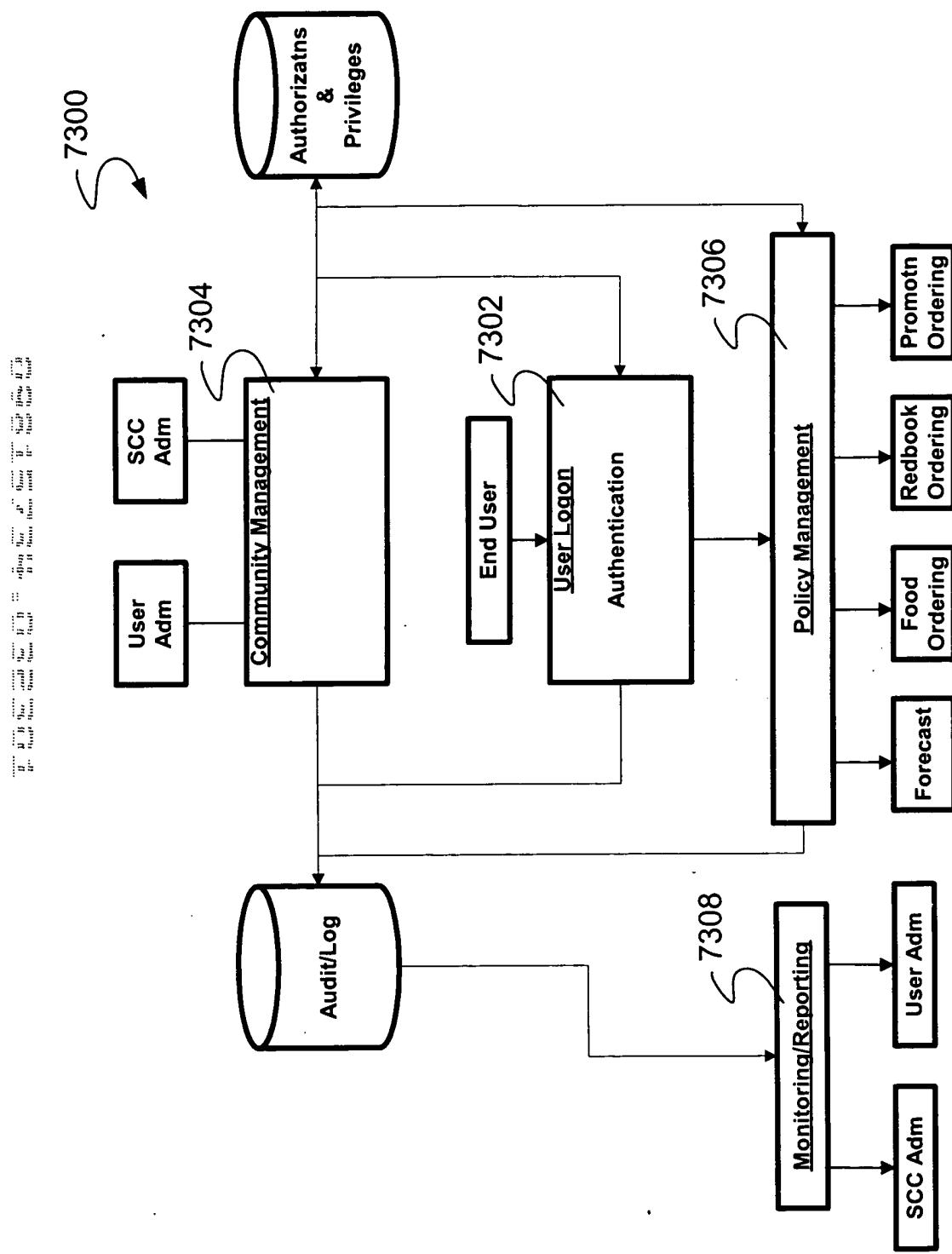
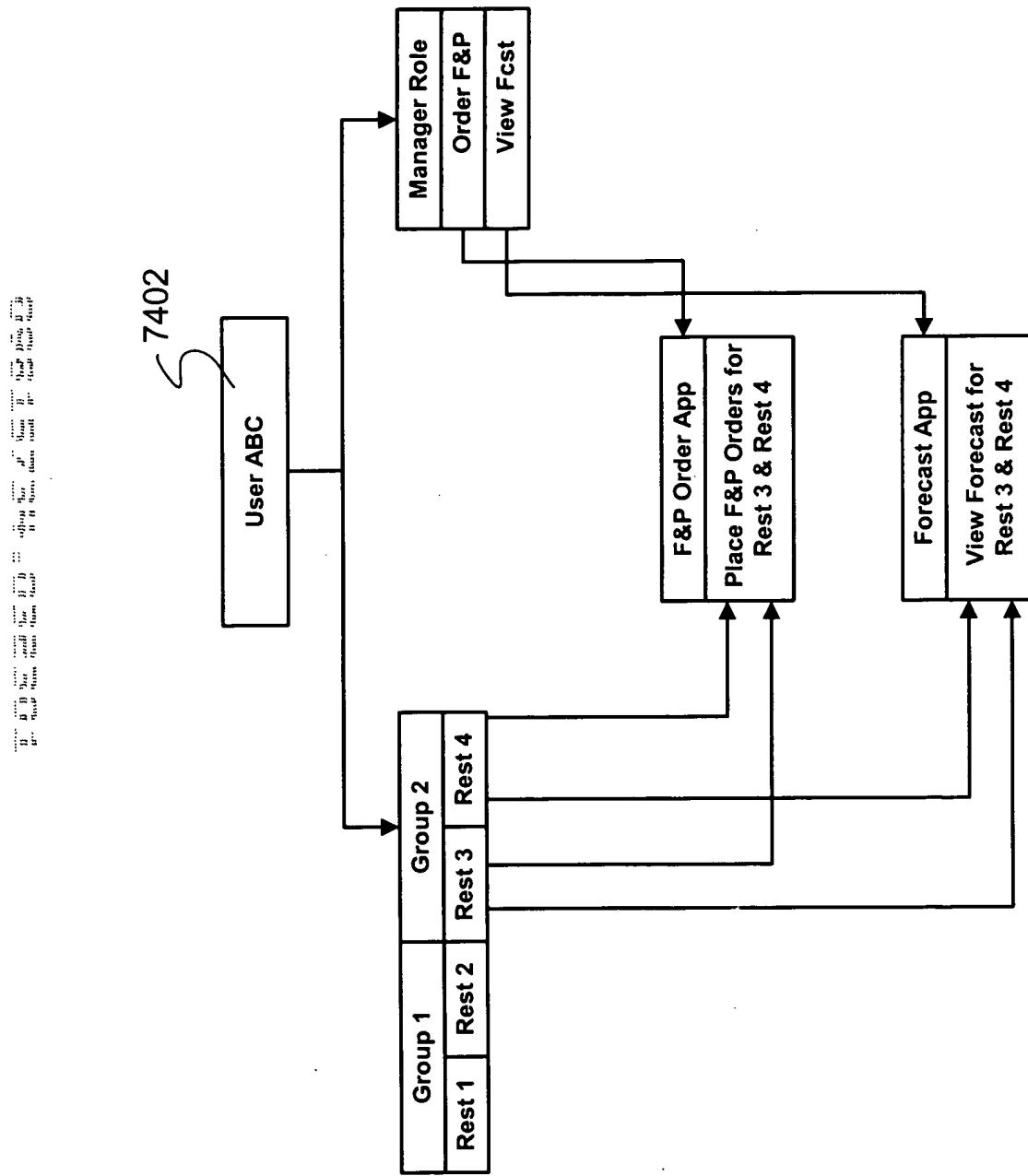


FIG. 74



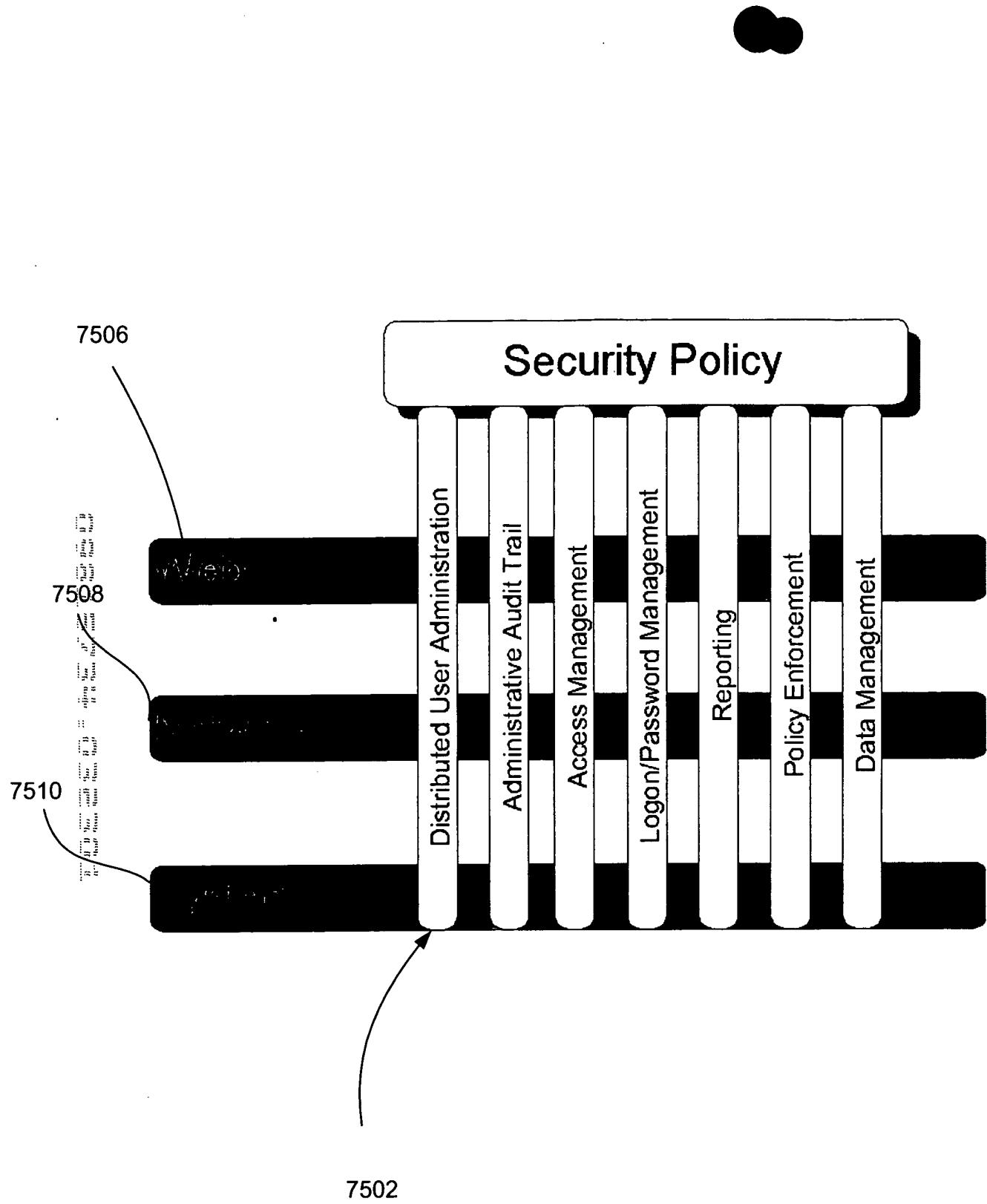


Fig. 75

7600
7602

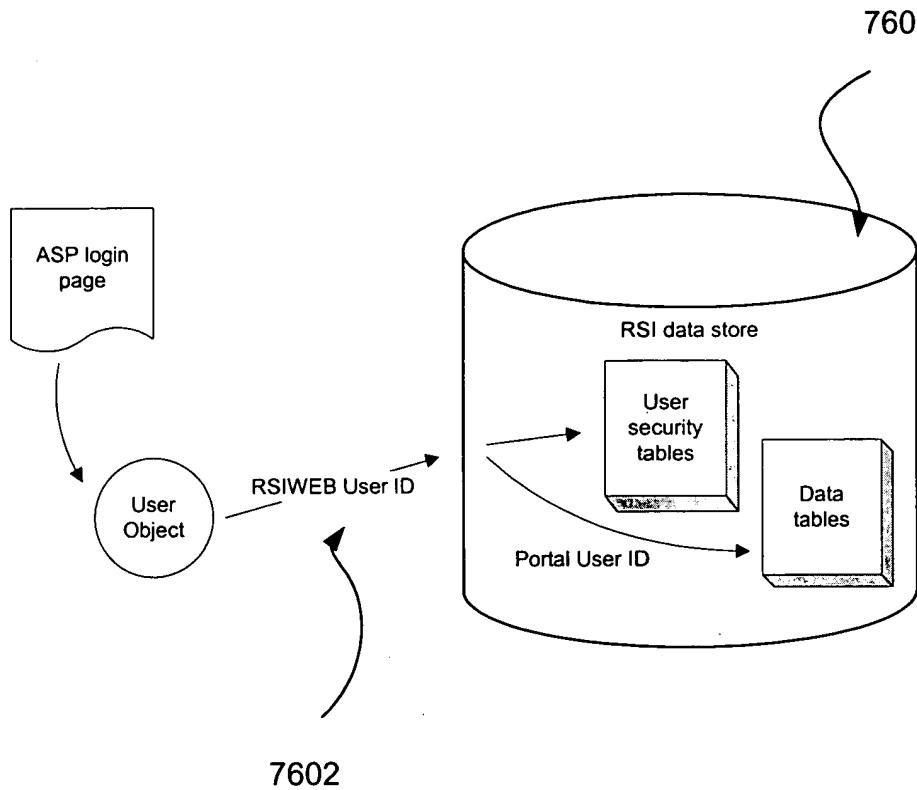
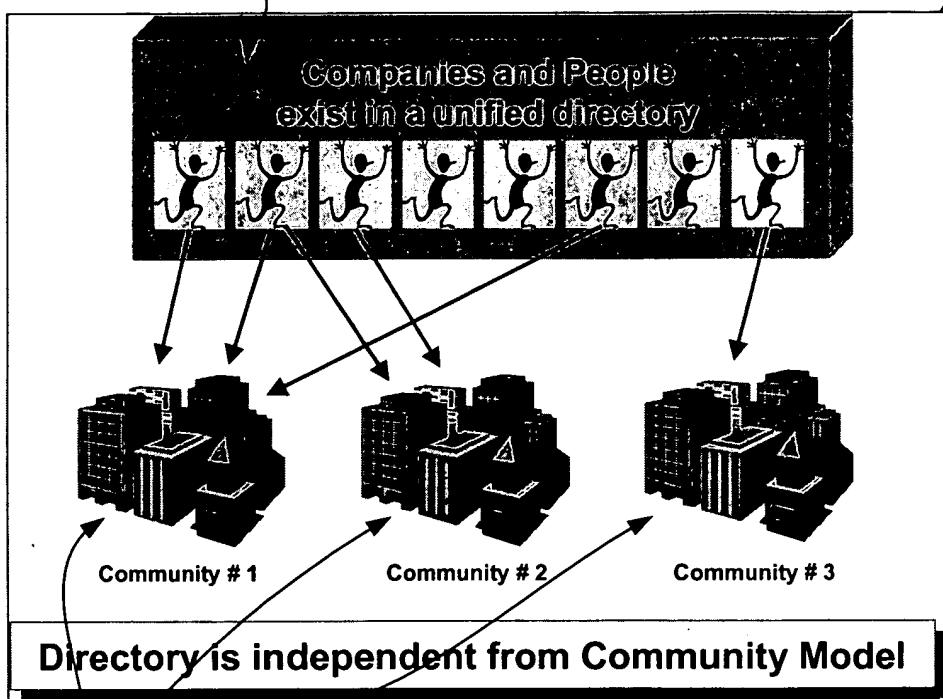


Fig. 76

7700

7704



7702

Fig. 77

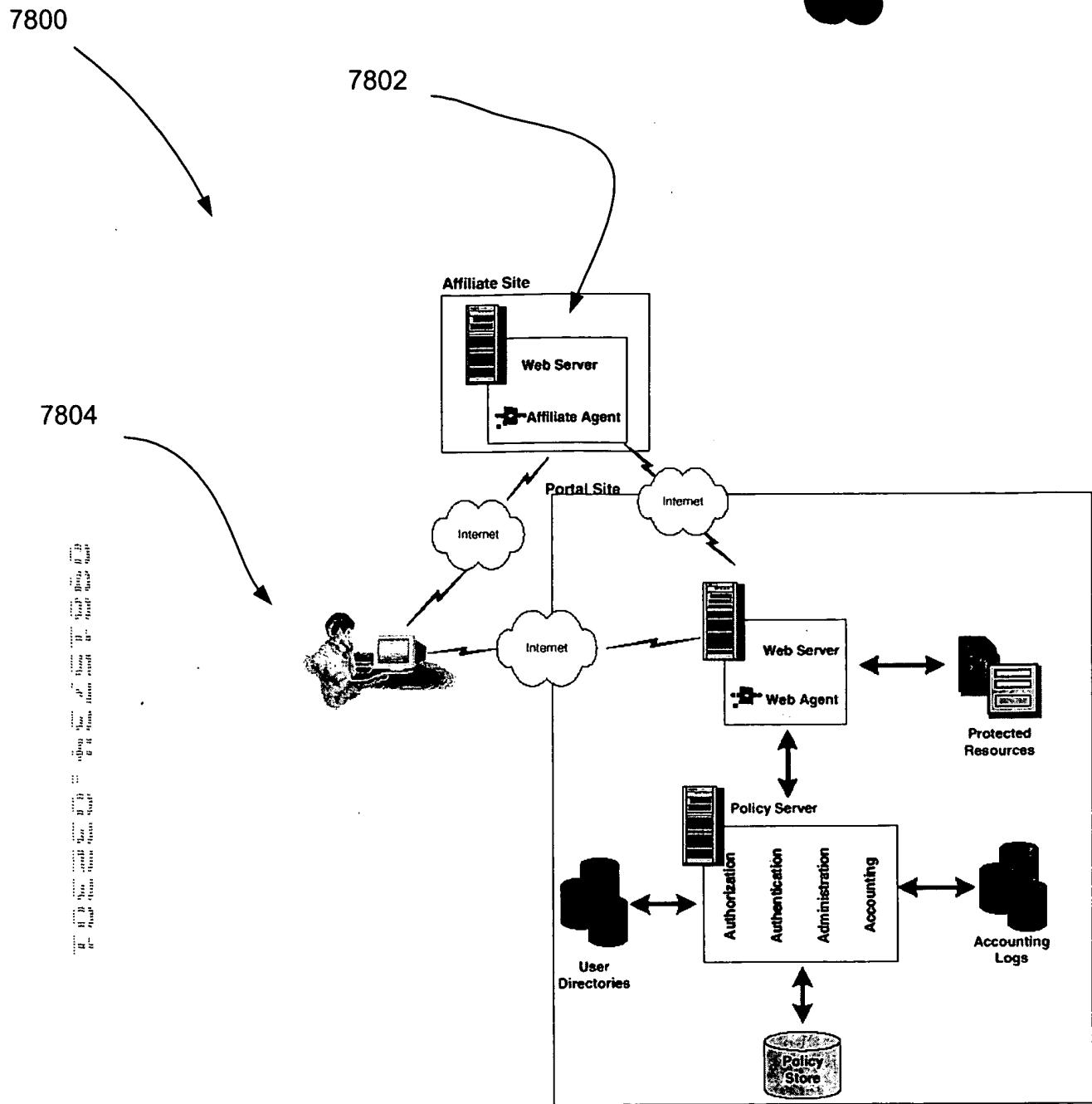
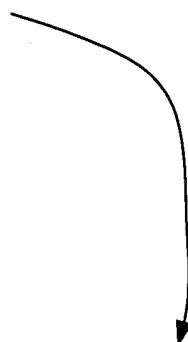


Fig. 78

7900



7901
7902

Policy-Based Web Security Model

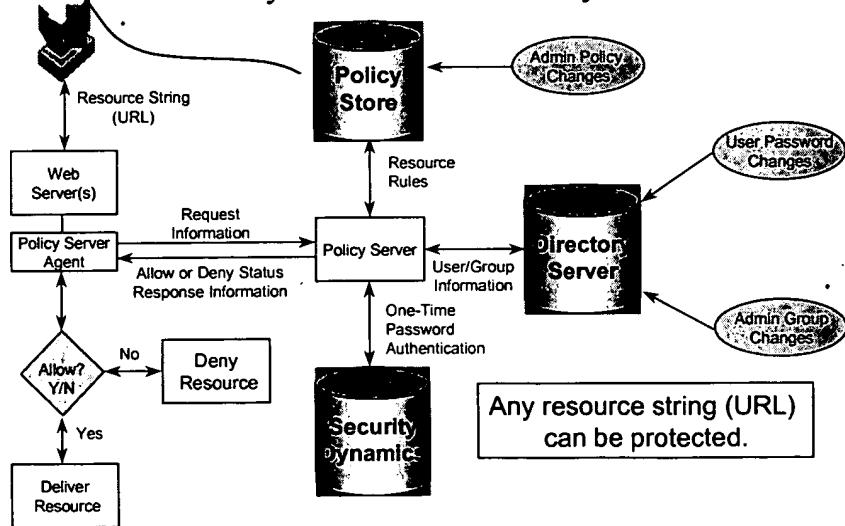


Fig. 79

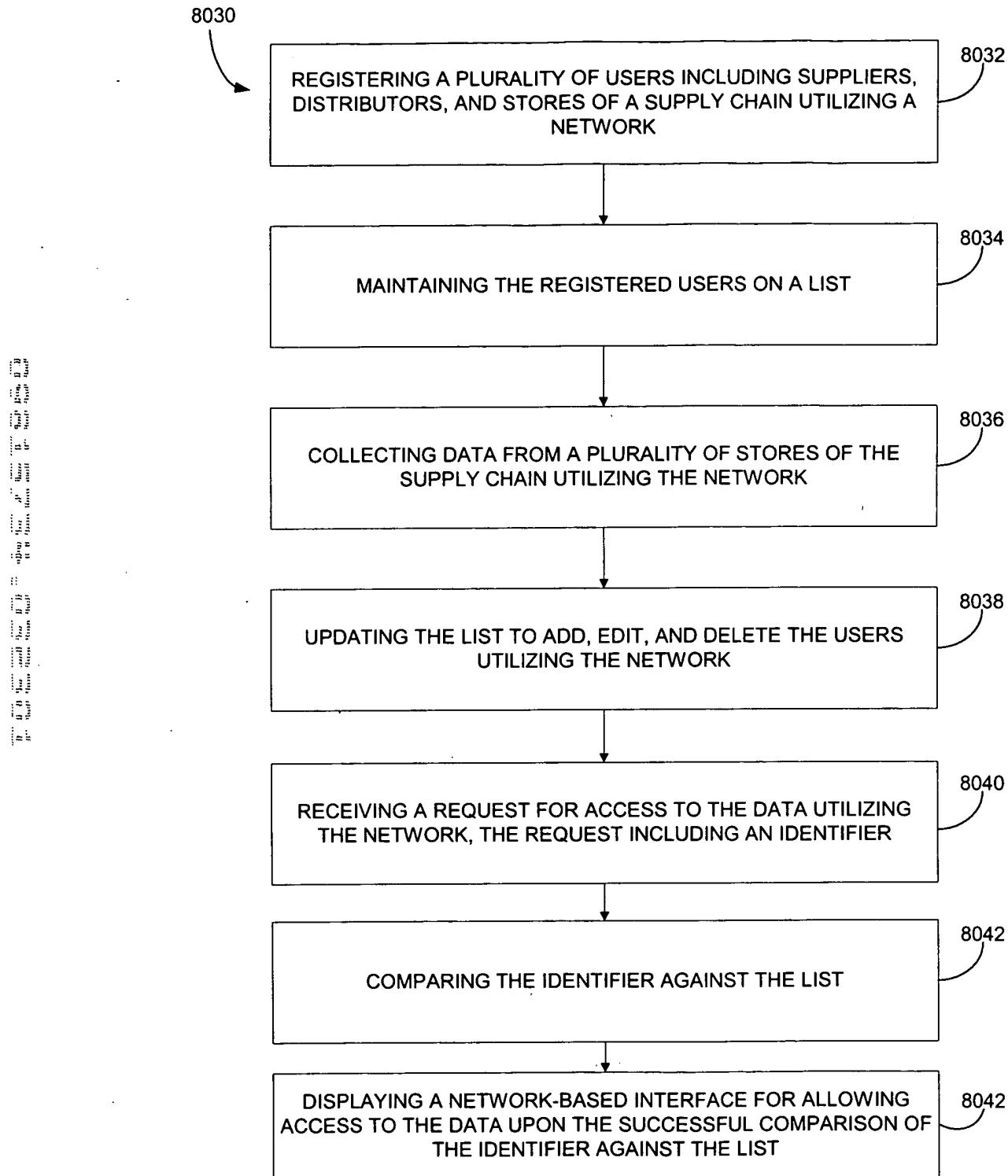


FIG. 80

8100 8102 8104

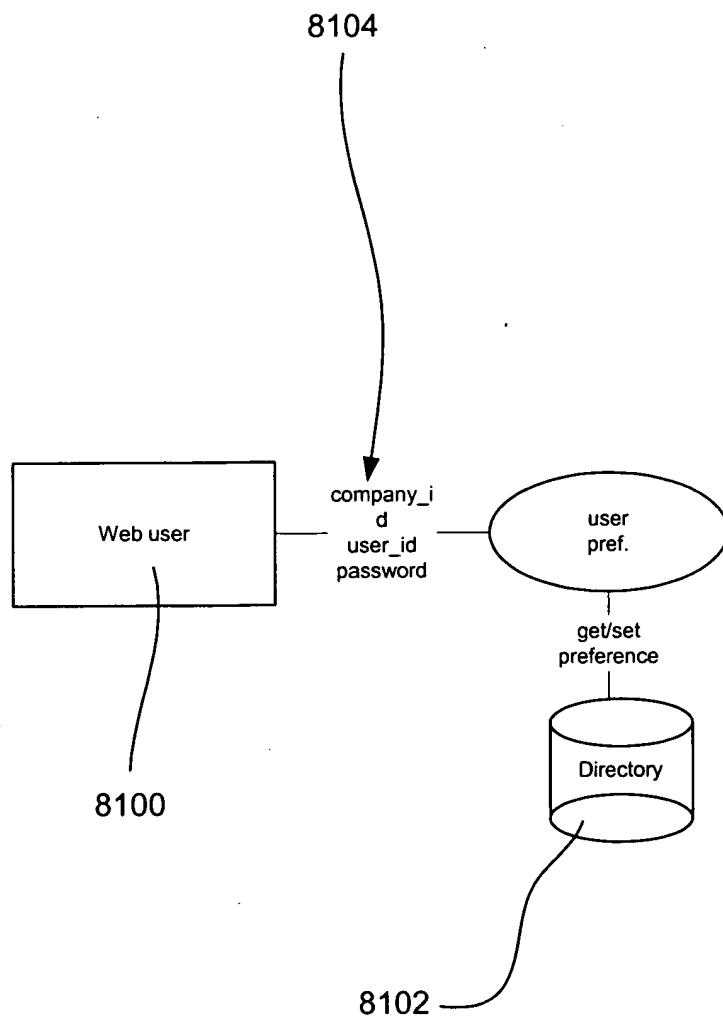
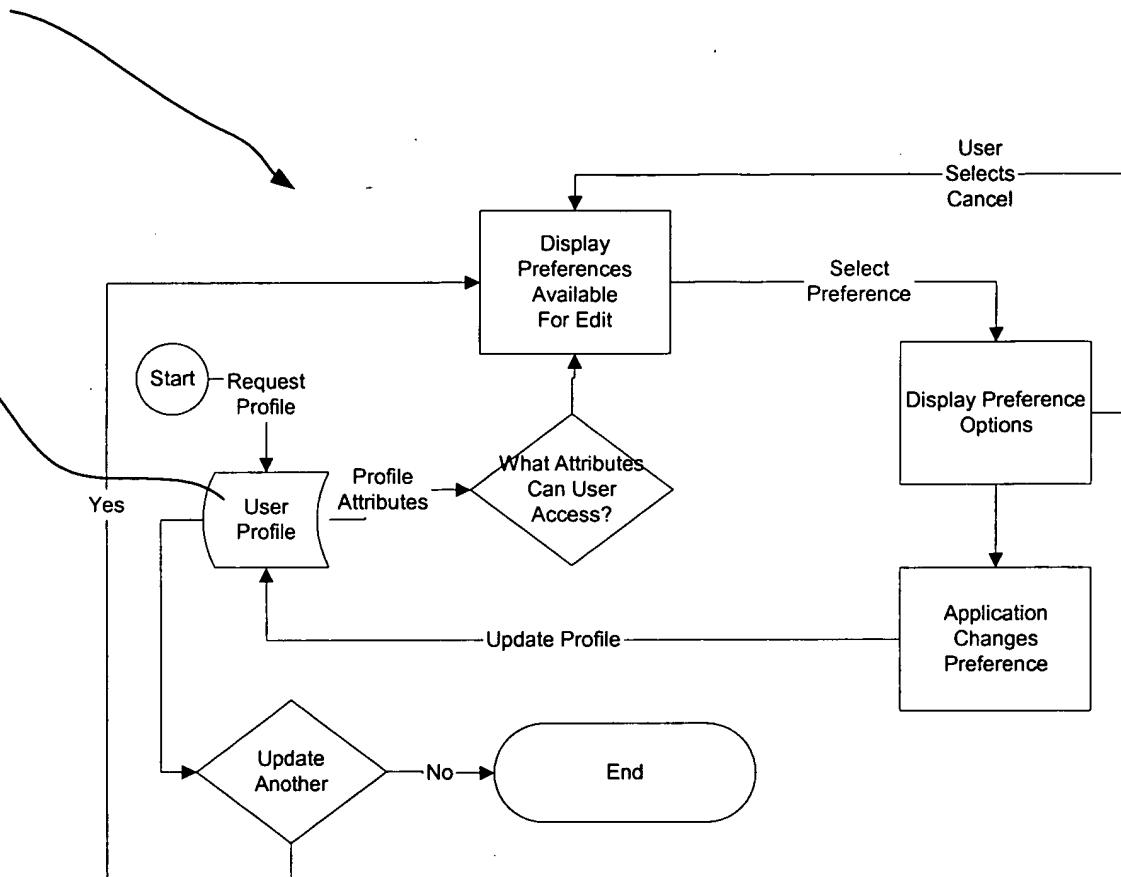


Fig. 81

8200



8202

Fig. 82

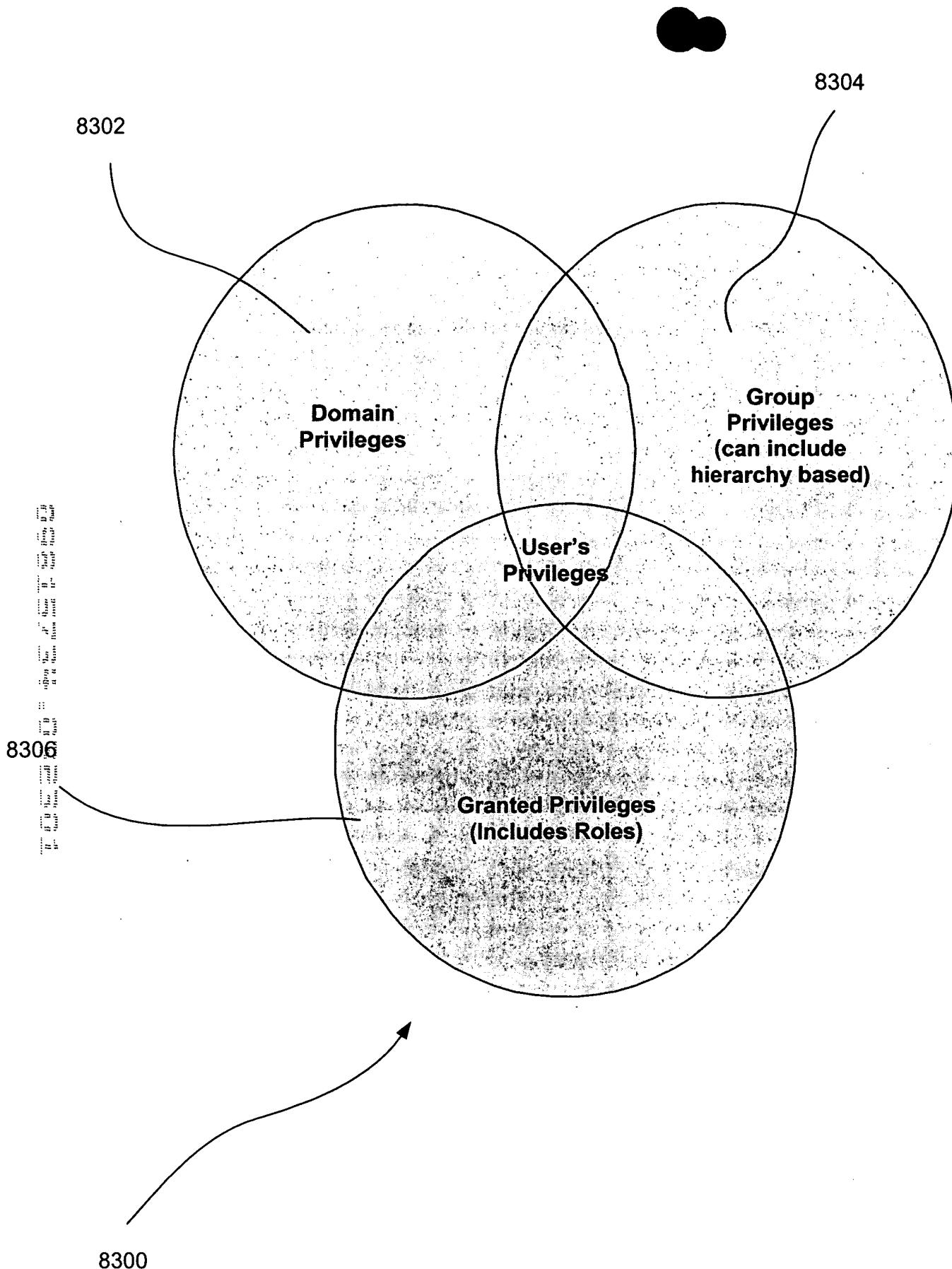


Fig. 83

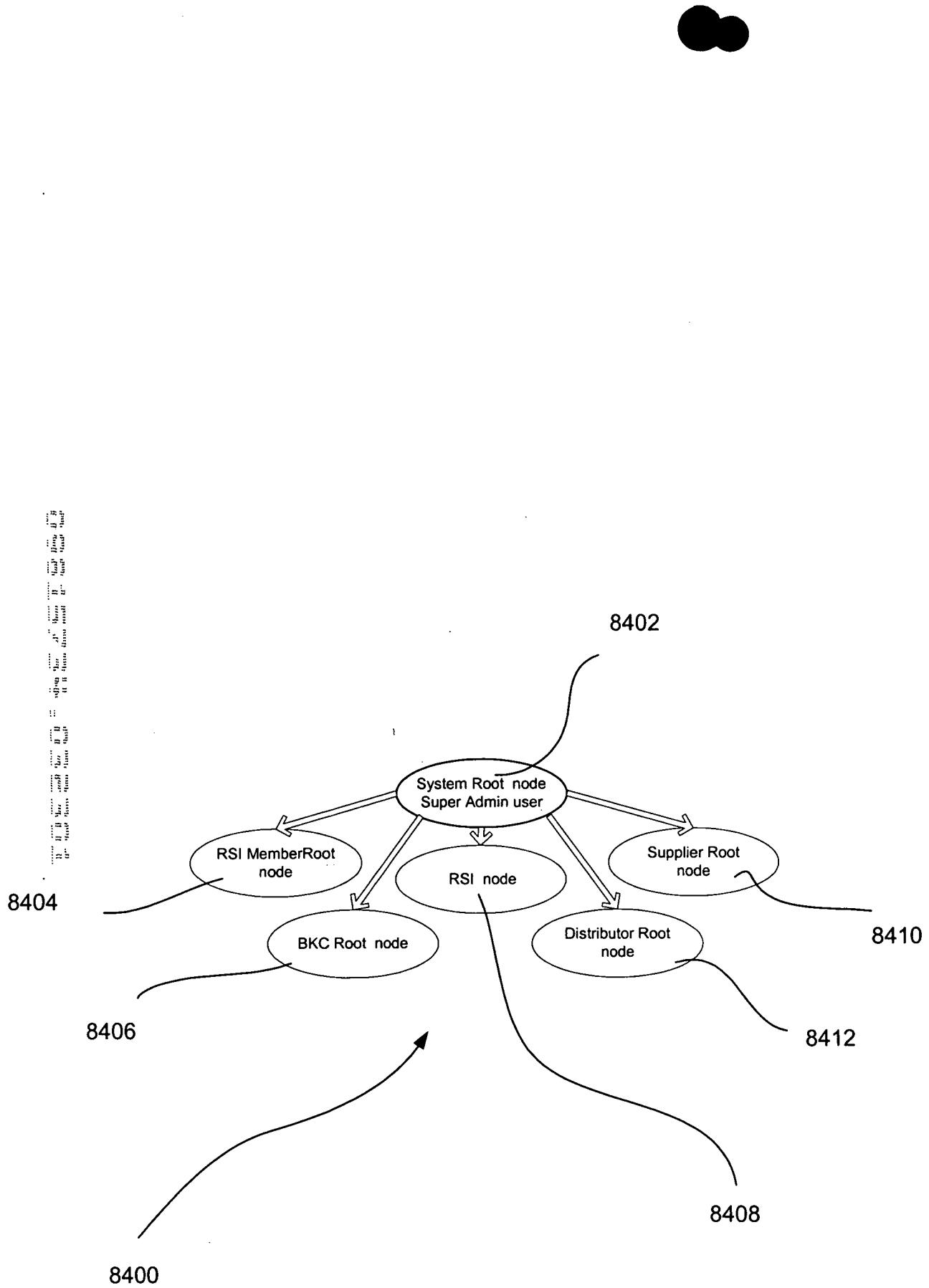


Fig. 84

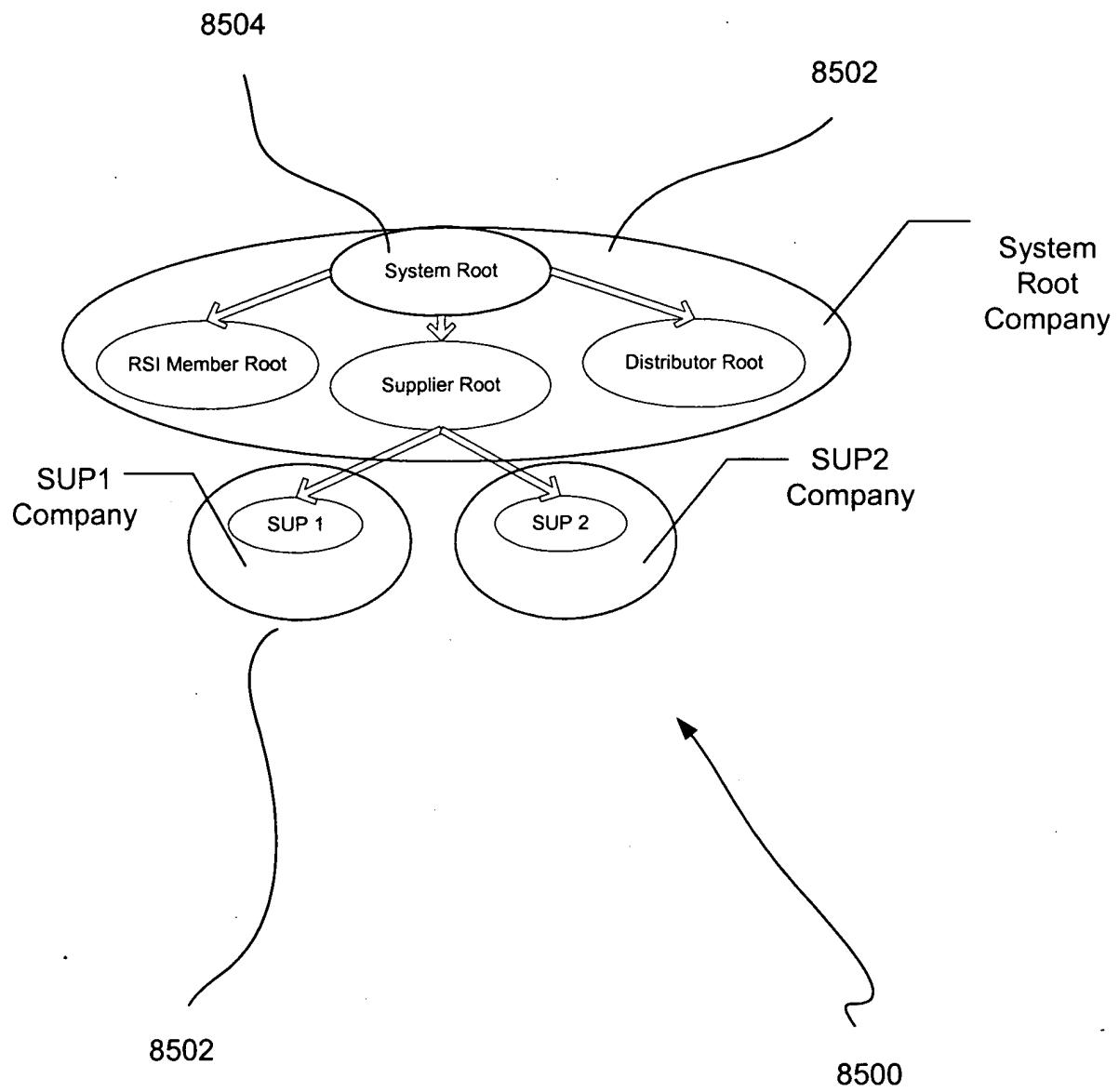


Fig. 85

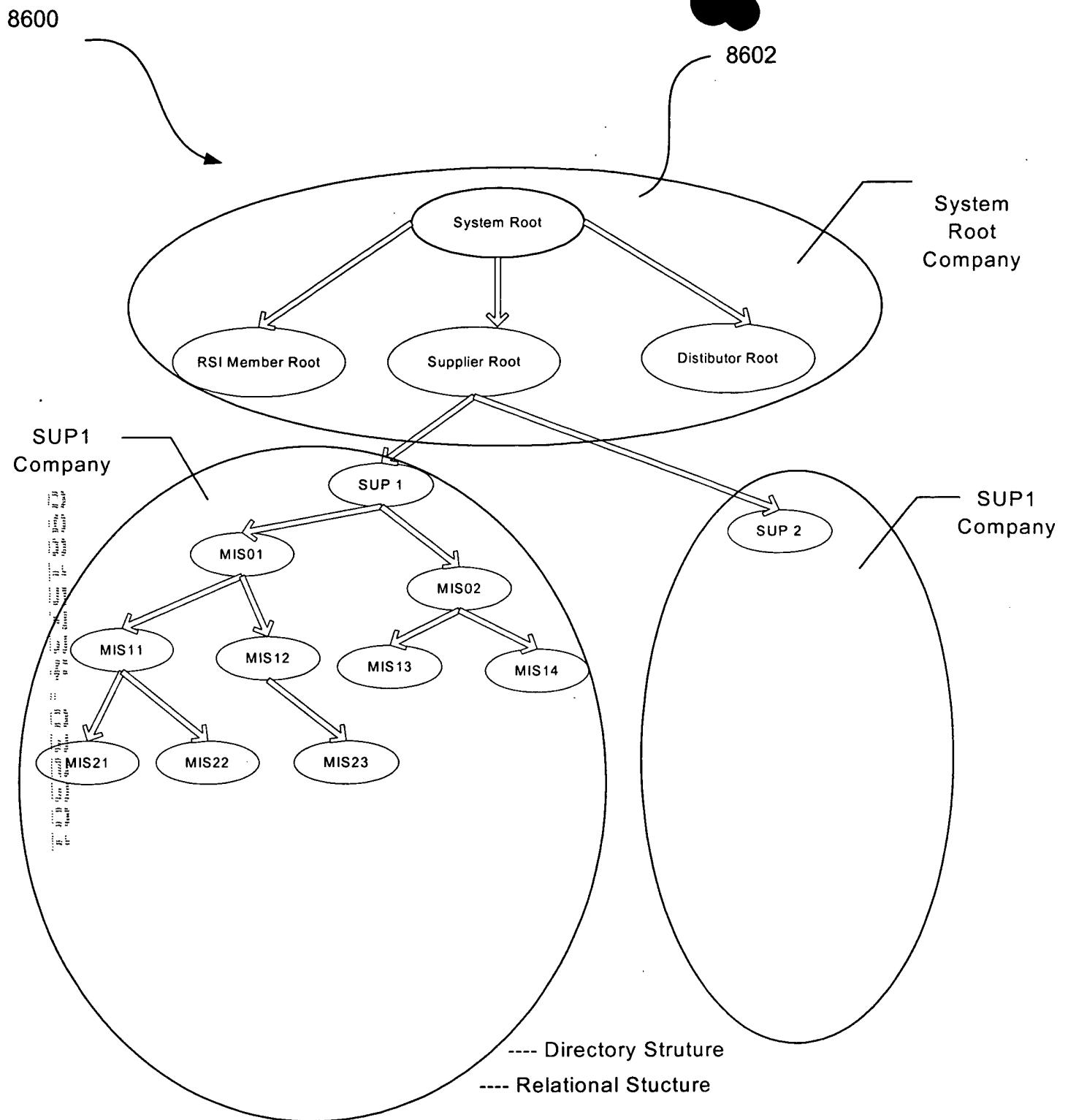


Fig. 86

Group Hierarchy Management: Data Flow

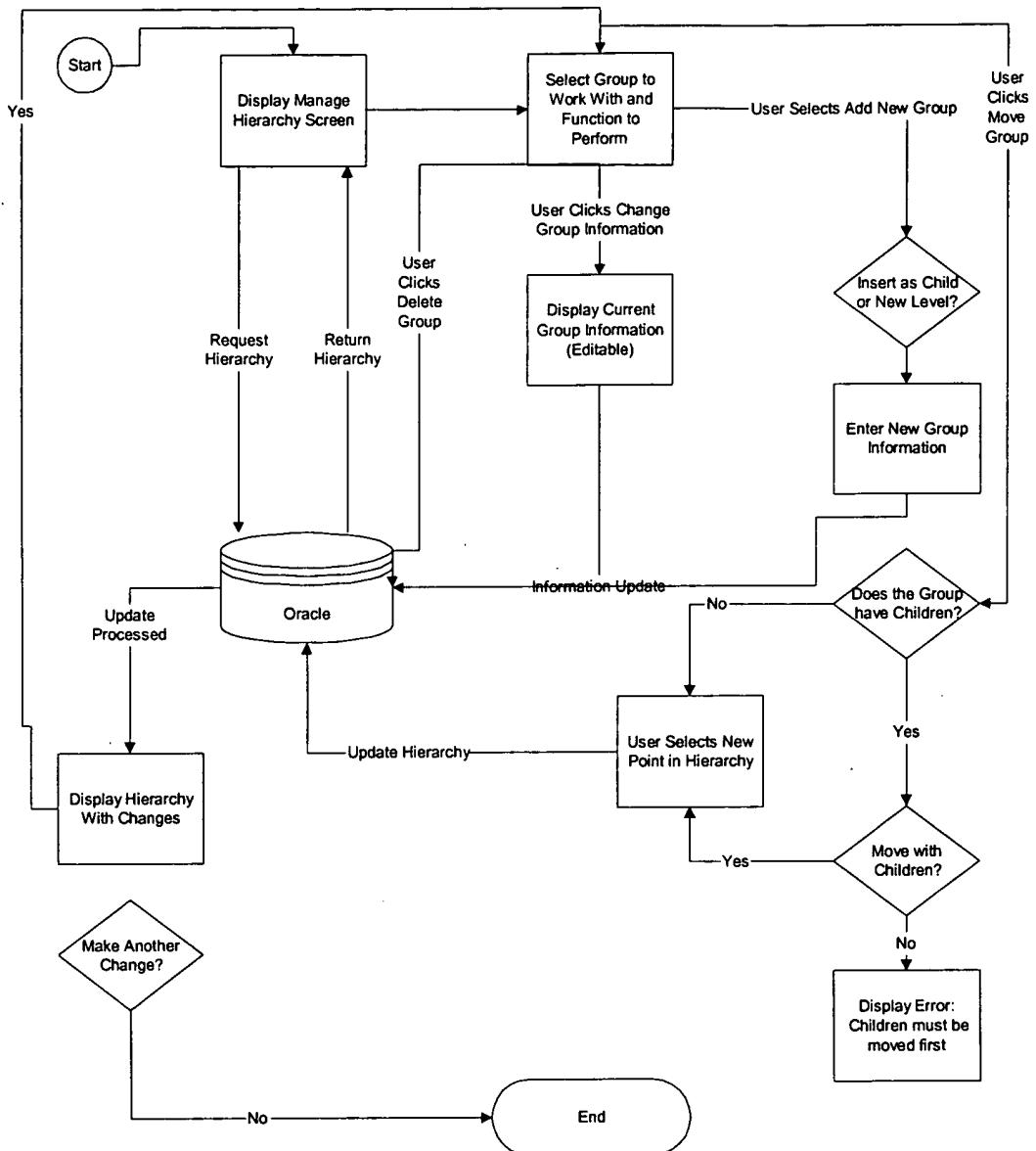


Fig. 87

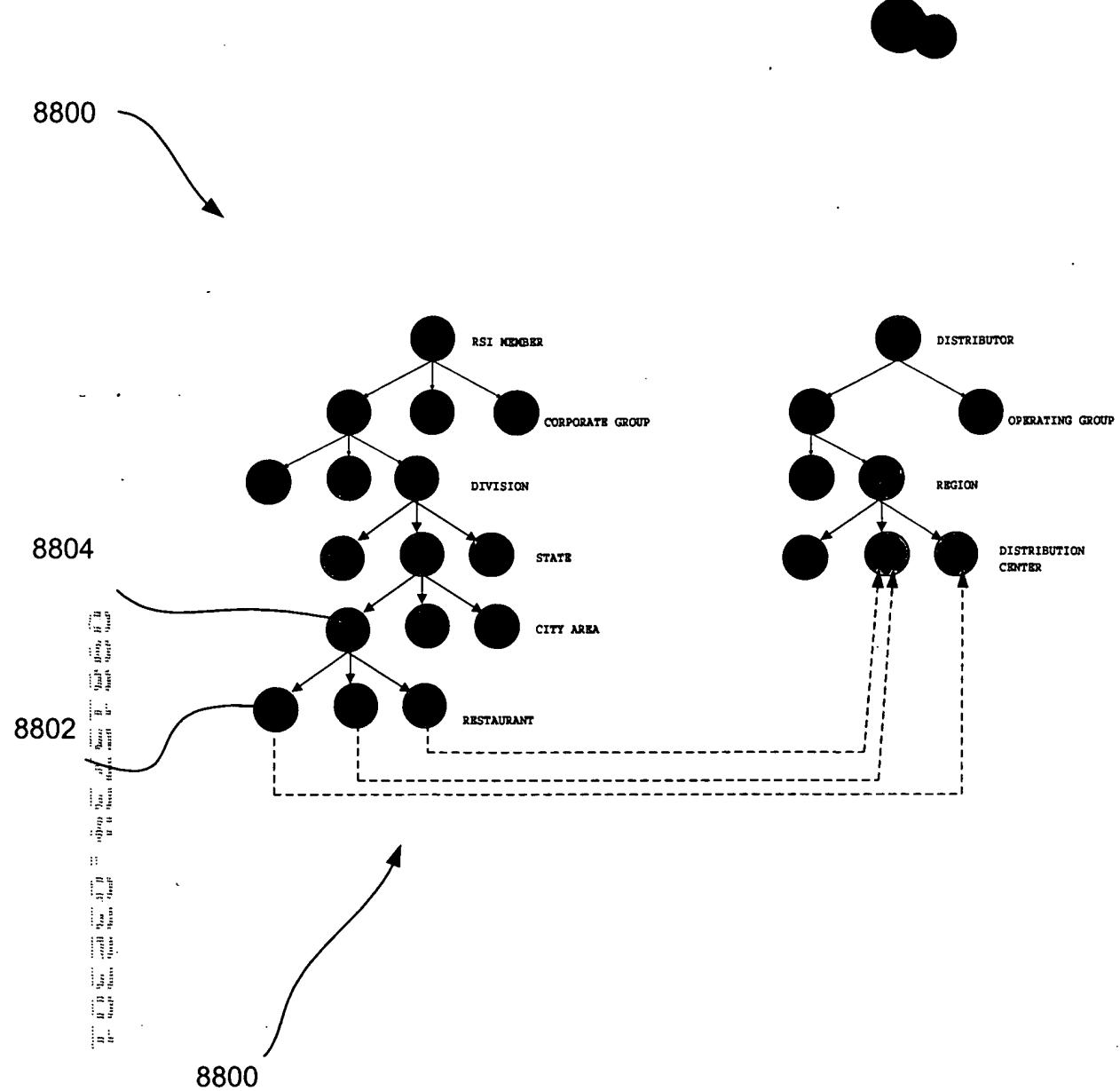


Fig. 88

8902



1400

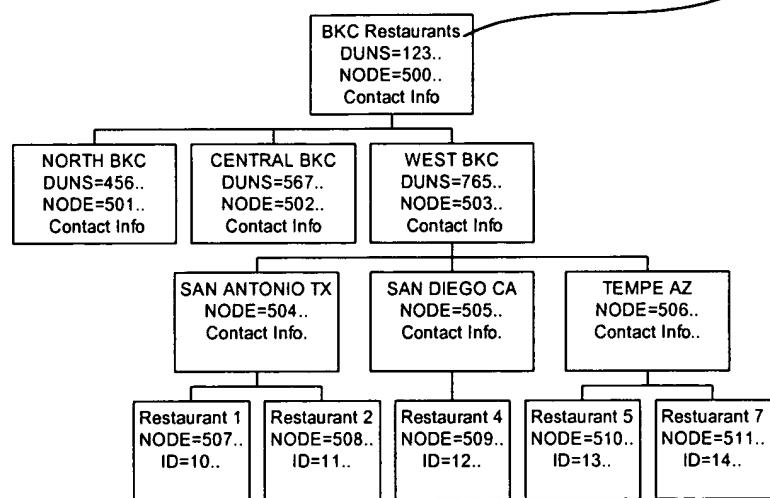


Fig. 89

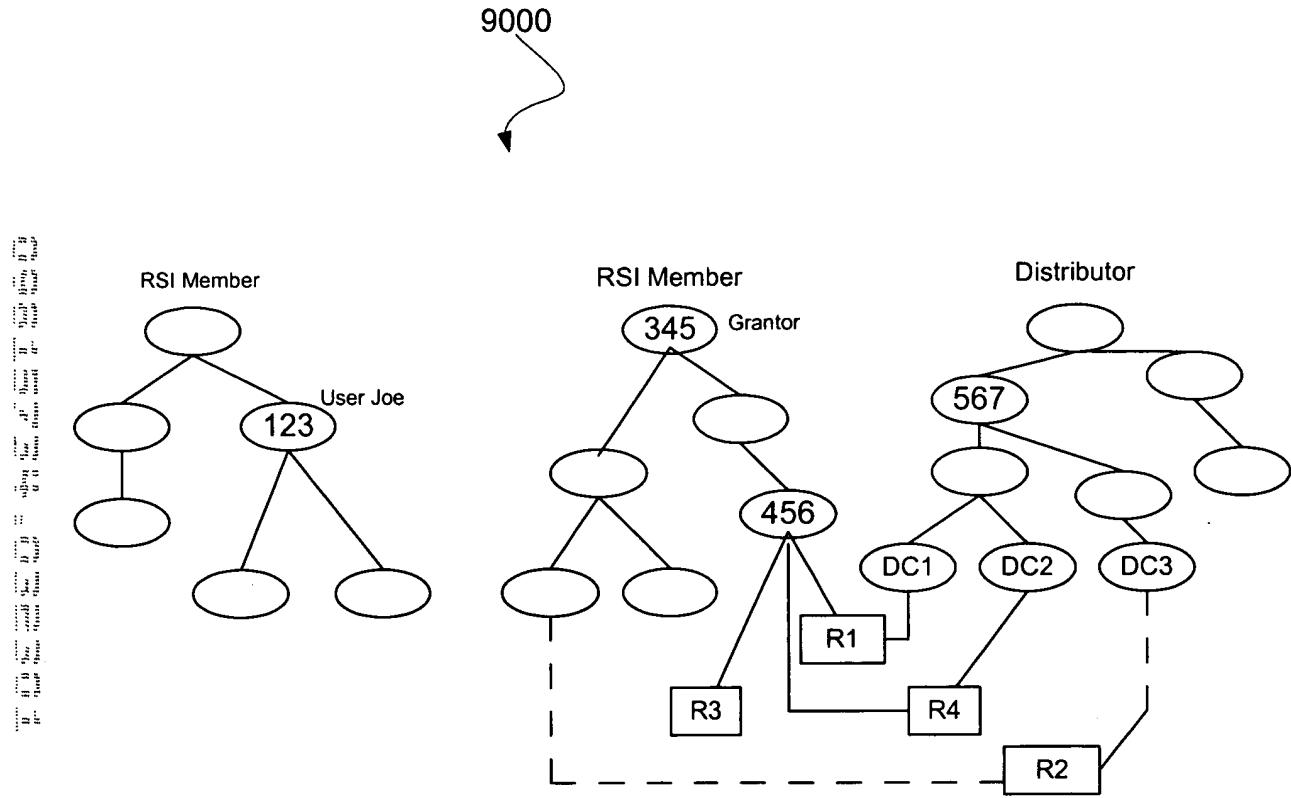


FIG. 90

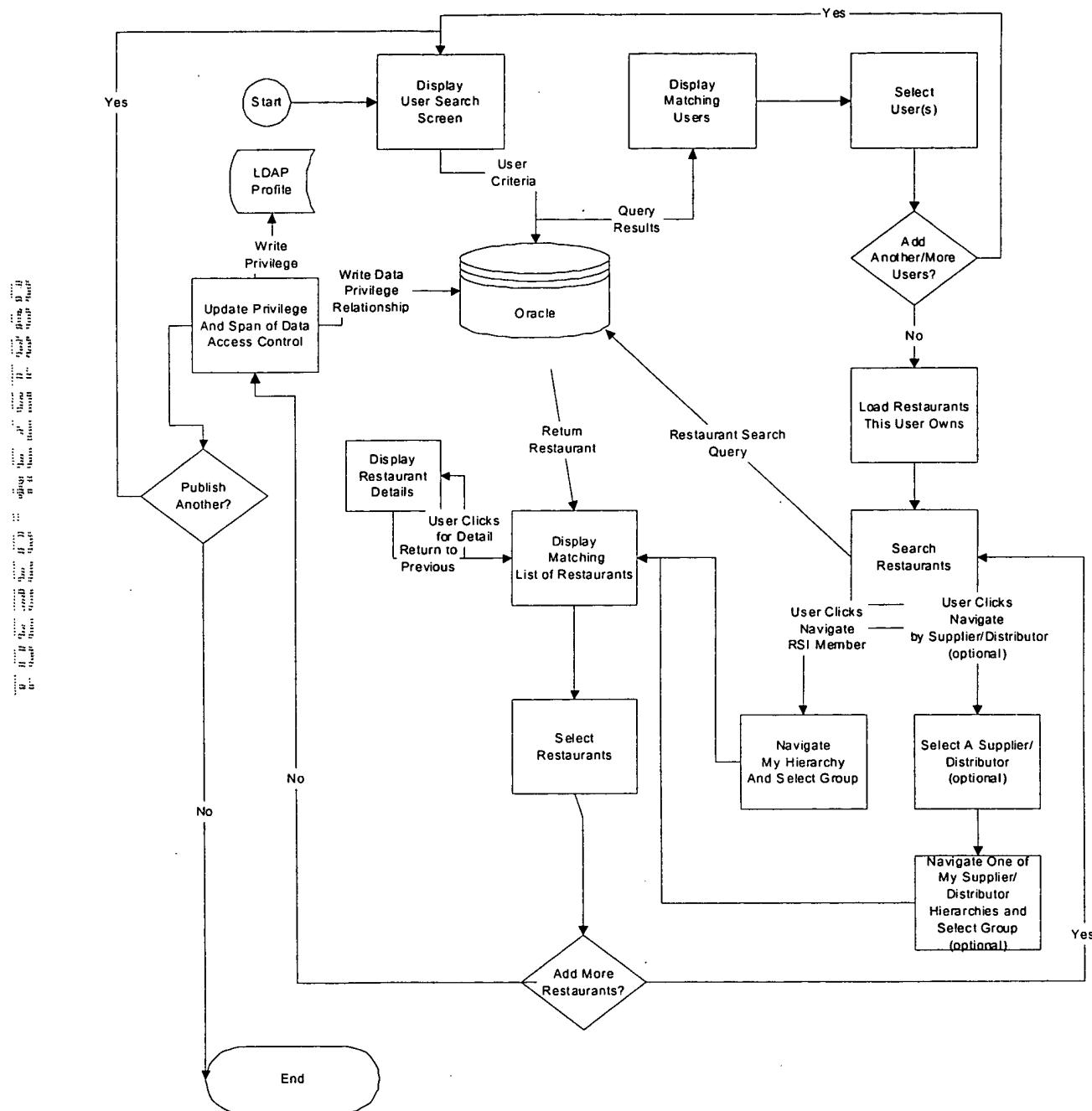


Fig. 91

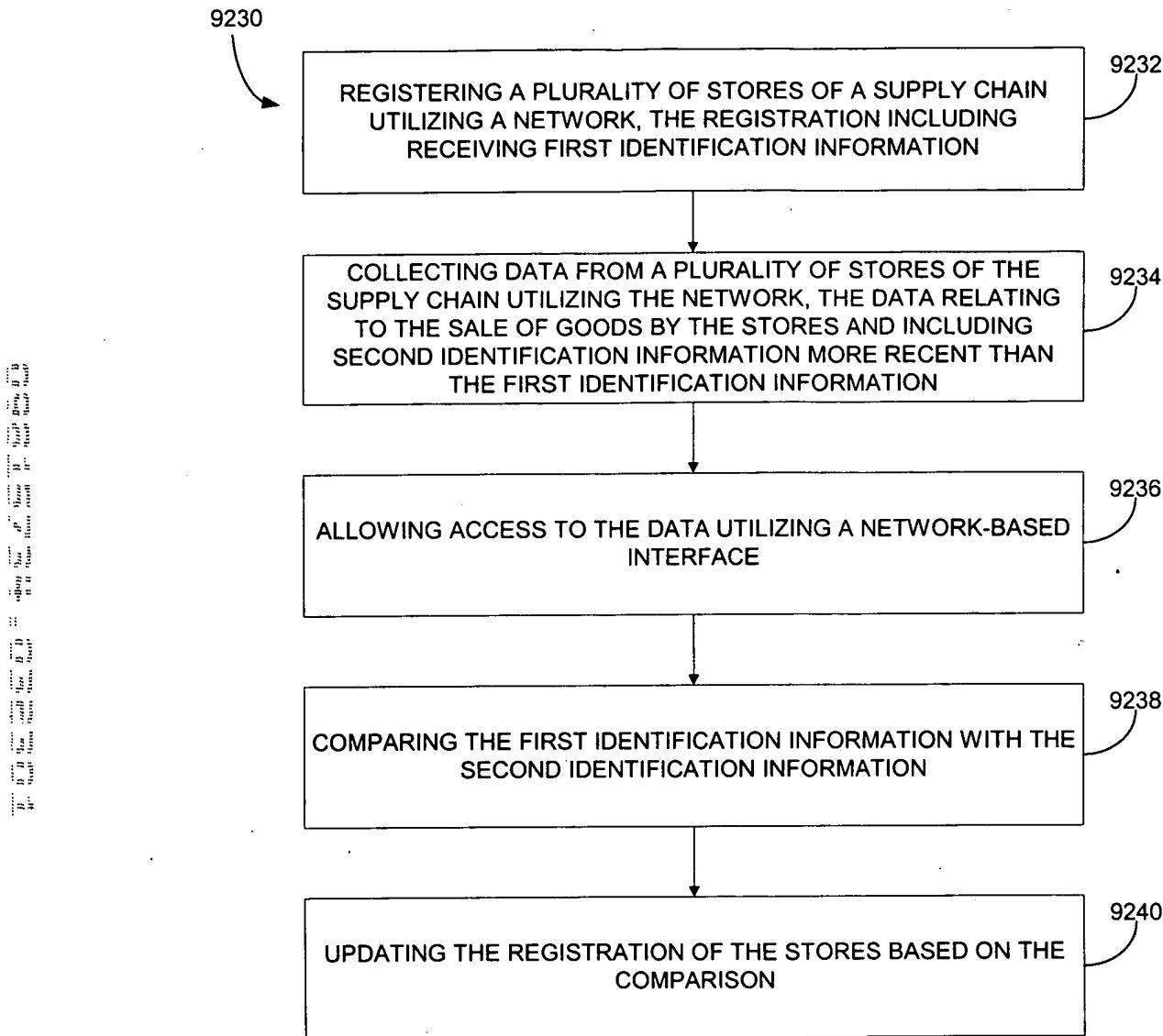


FIG. 92

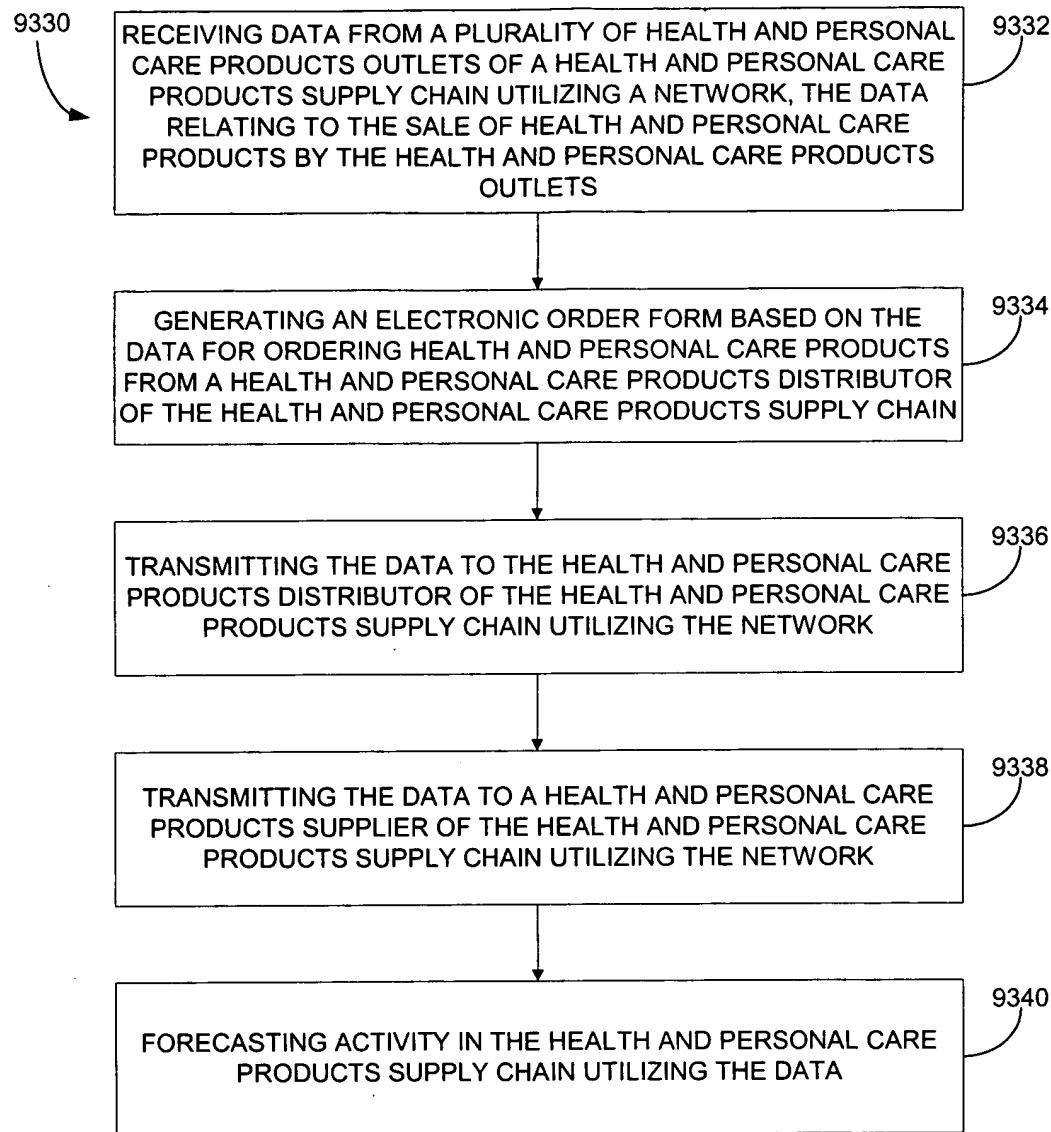


FIG. 93

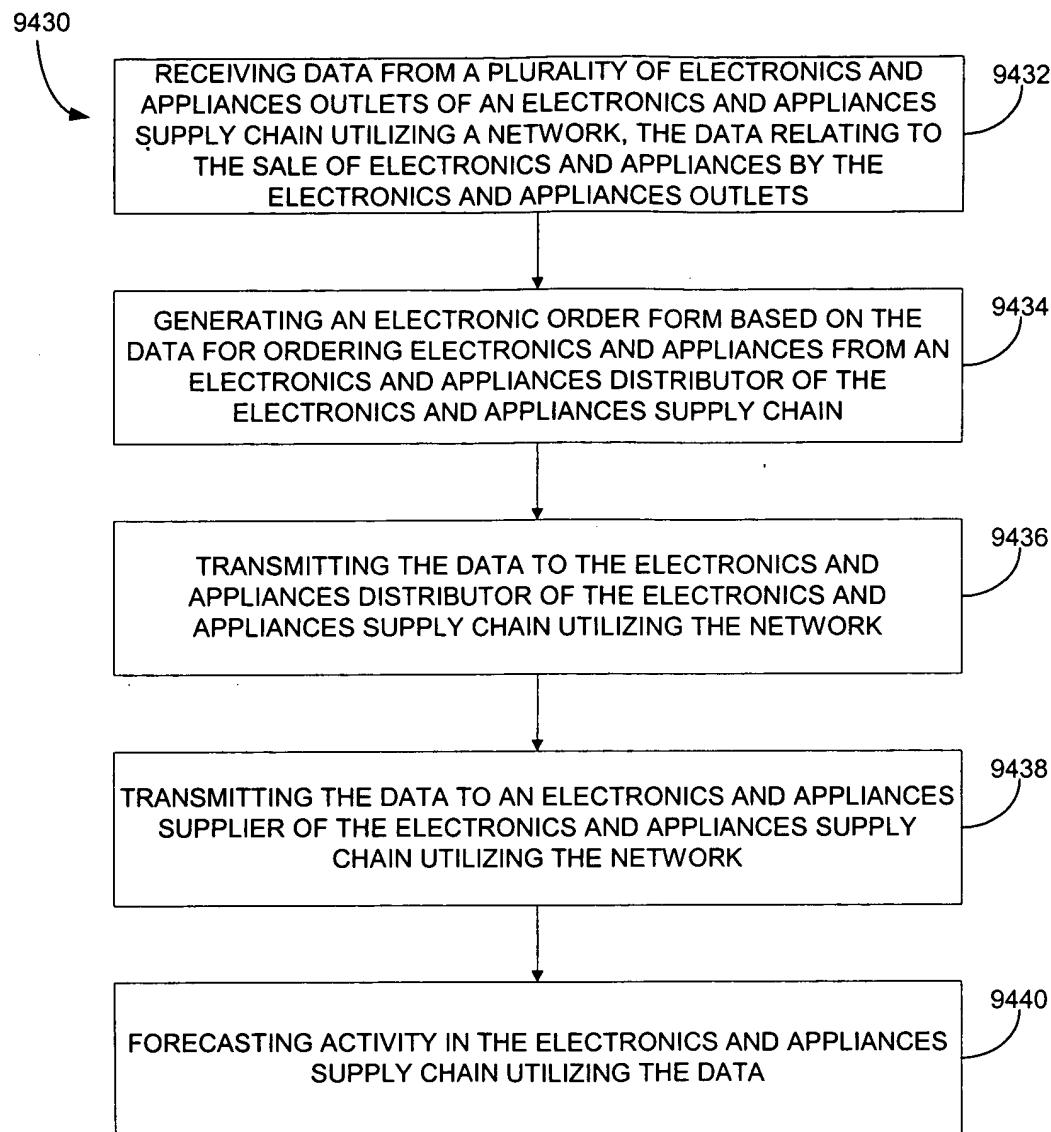


FIG. 94

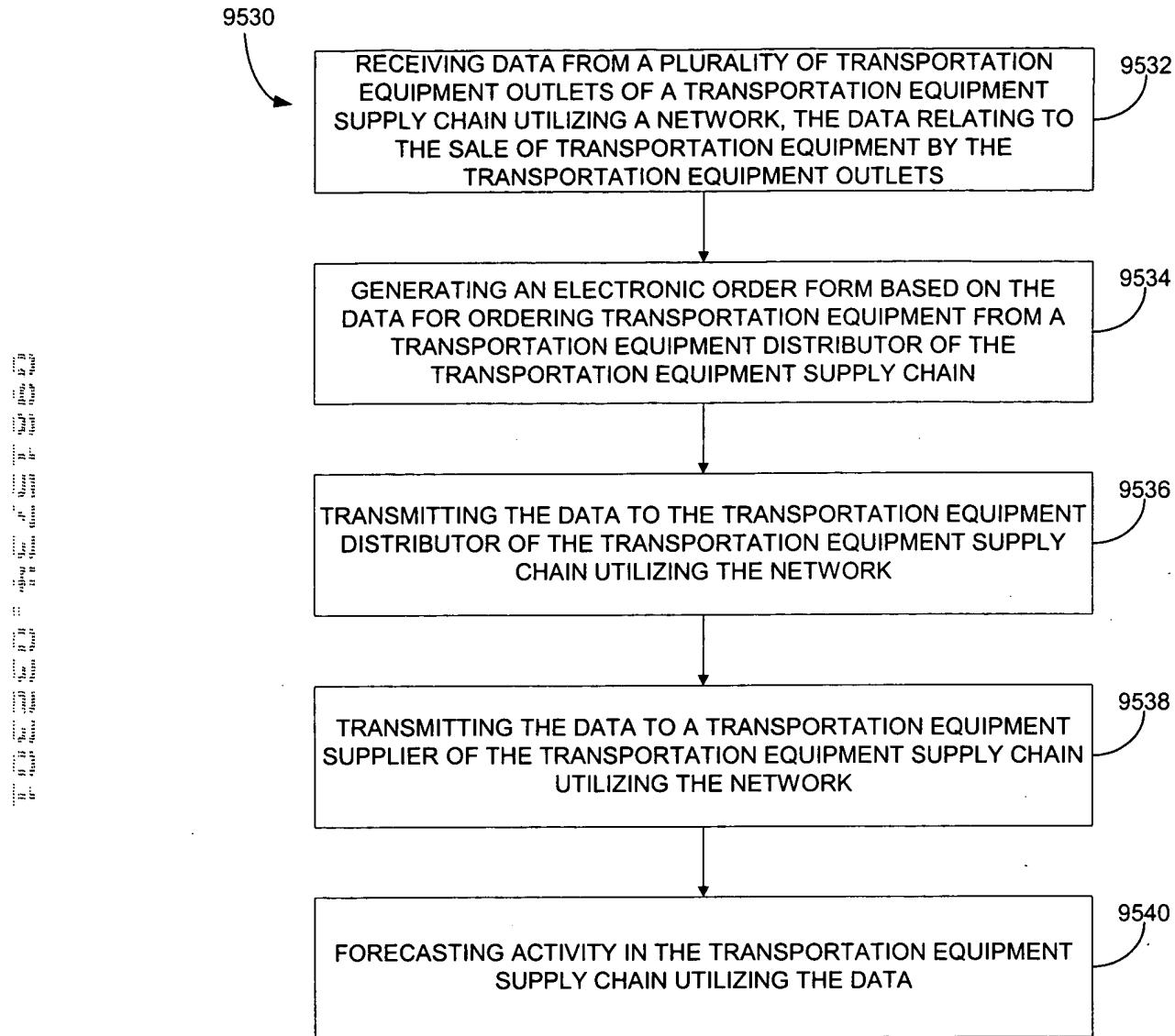


FIG. 95

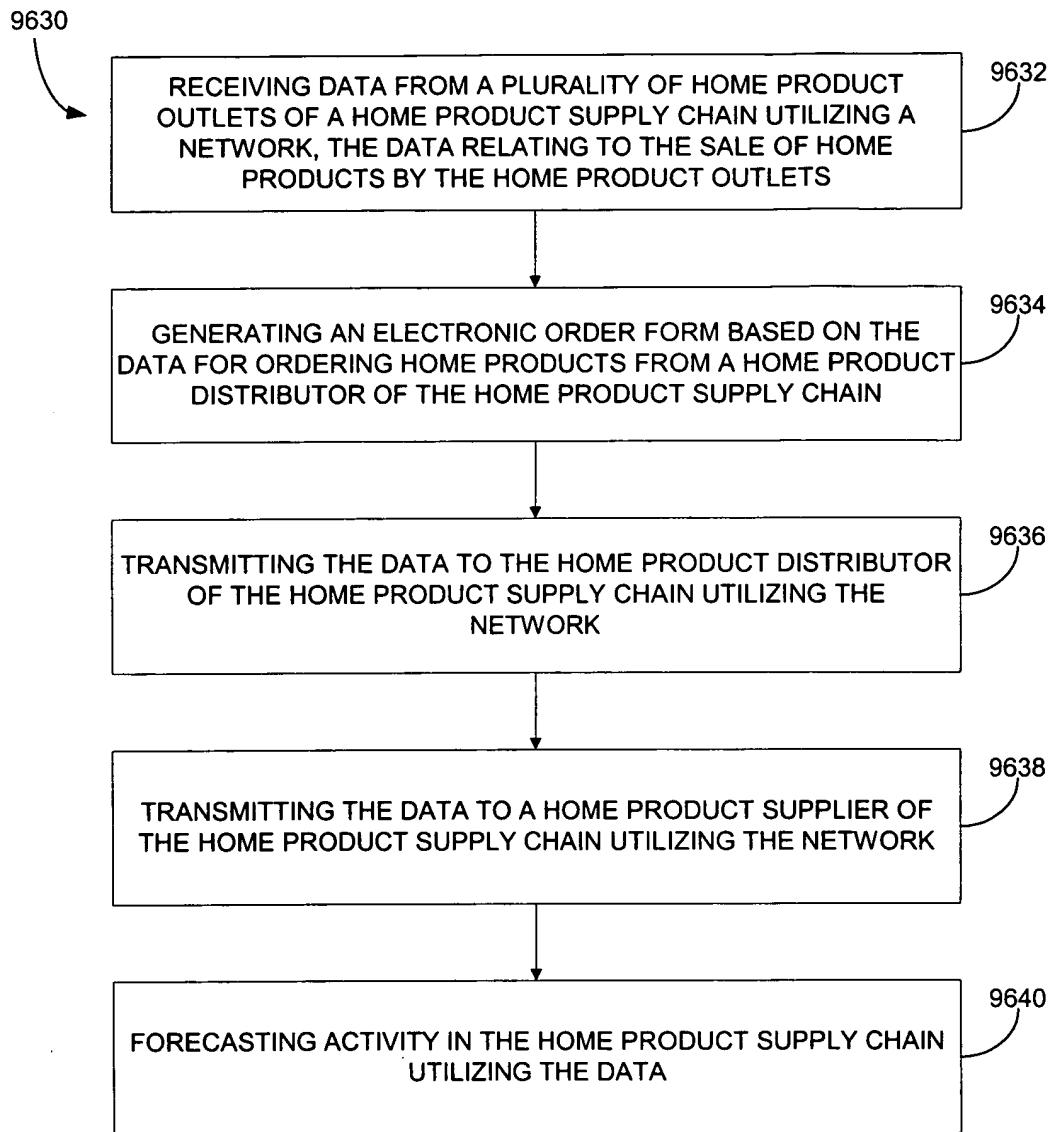


FIG. 96

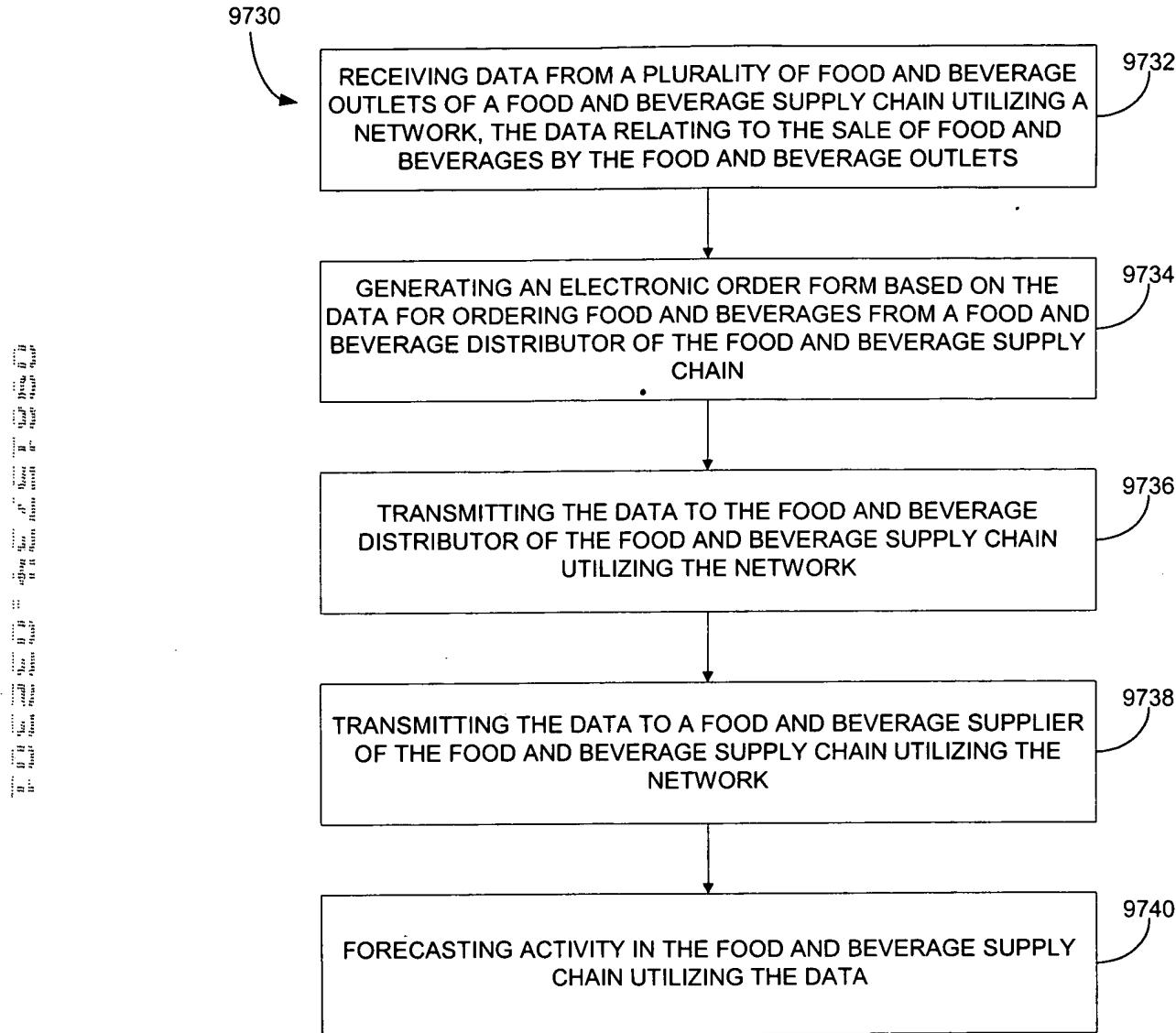


FIG. 97

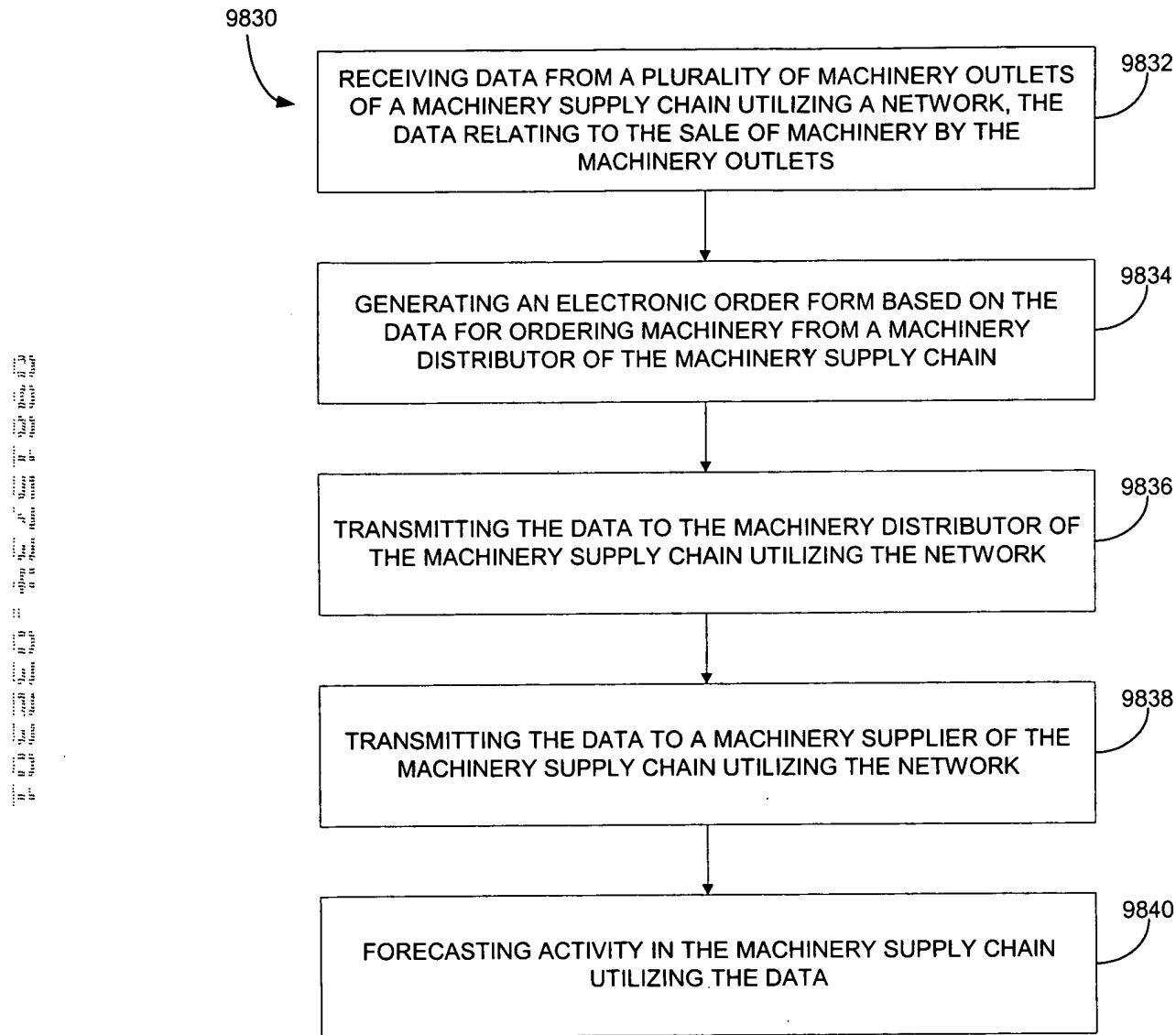


FIG. 98

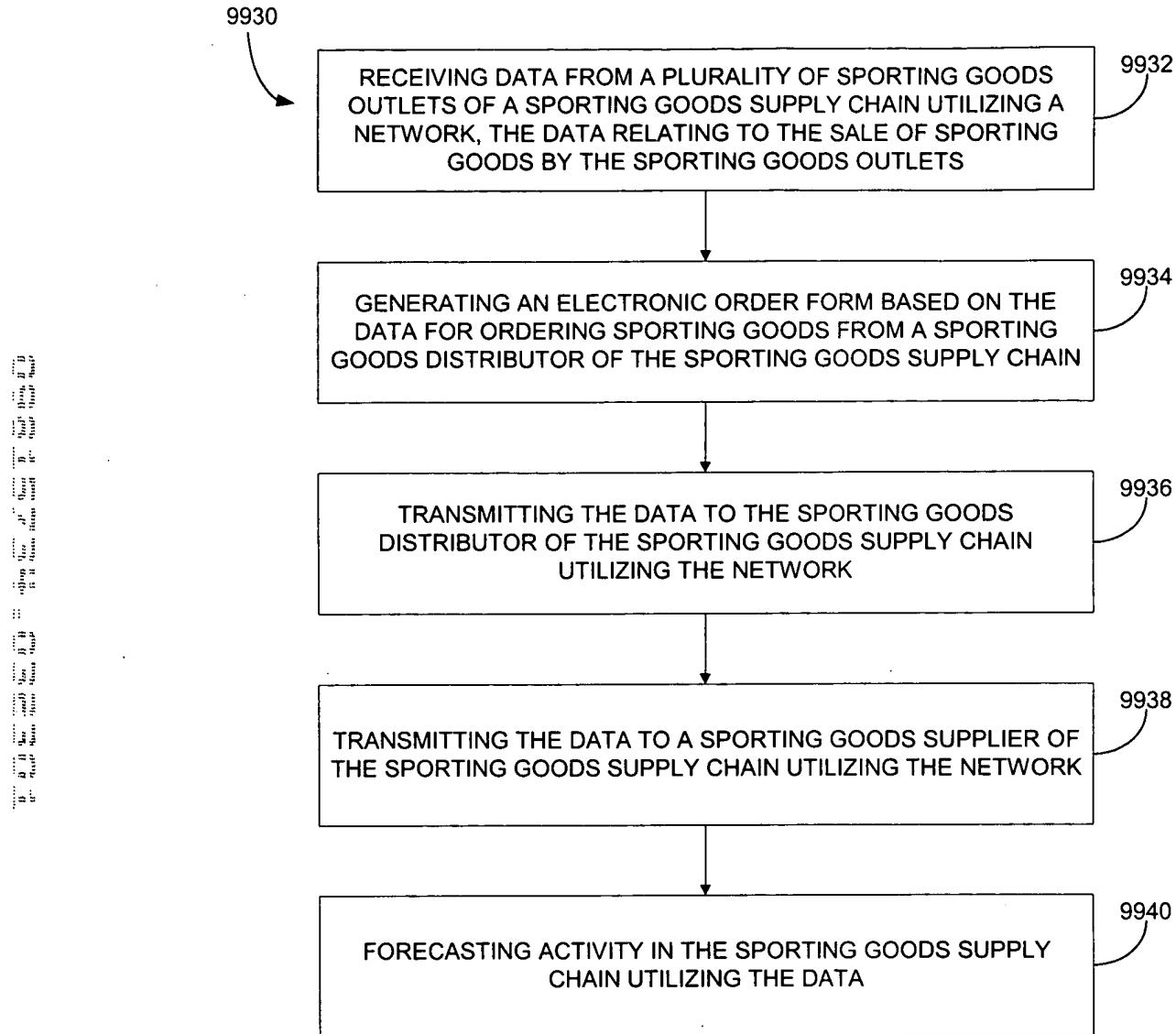


FIG. 99

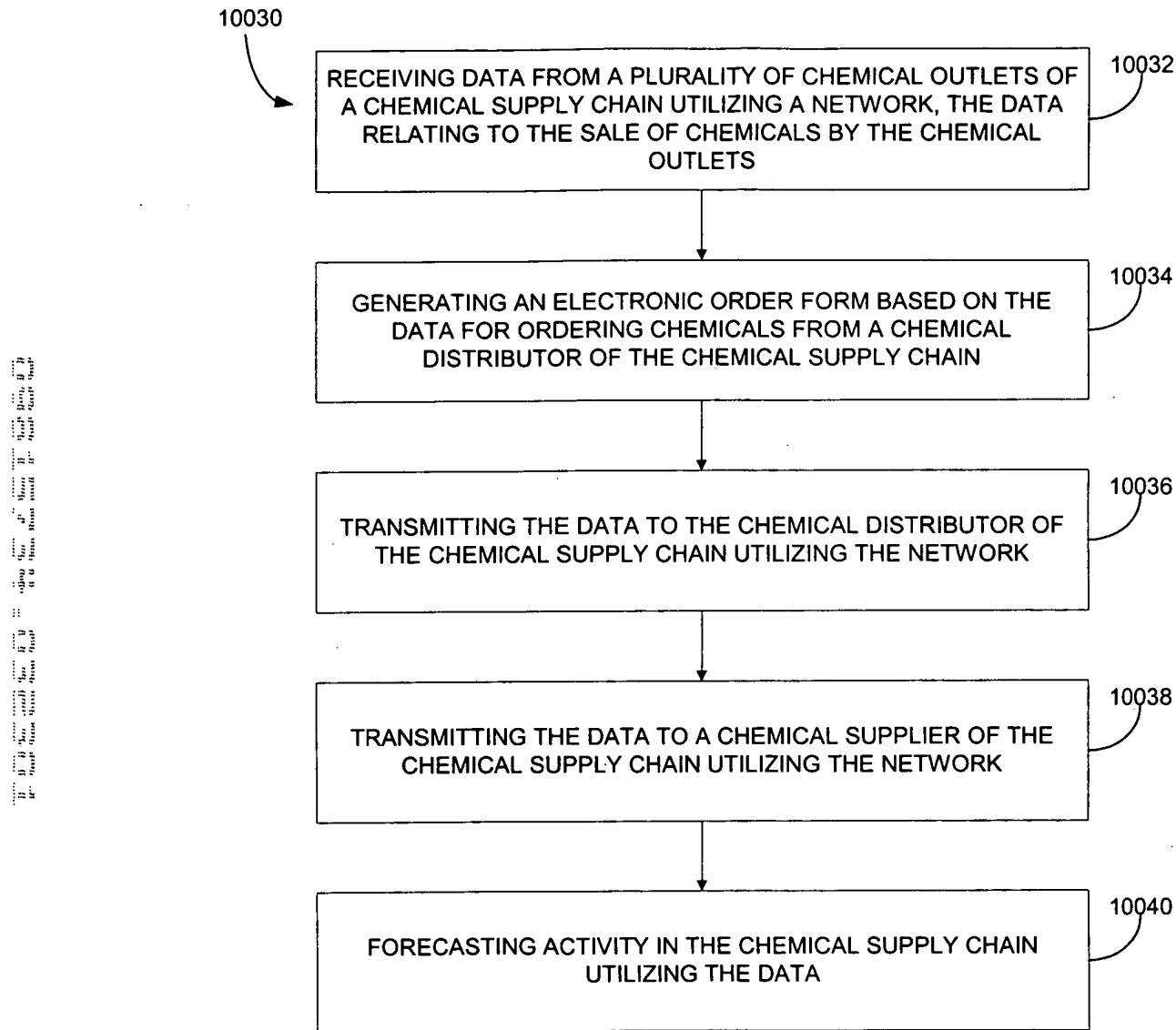


FIG. 100

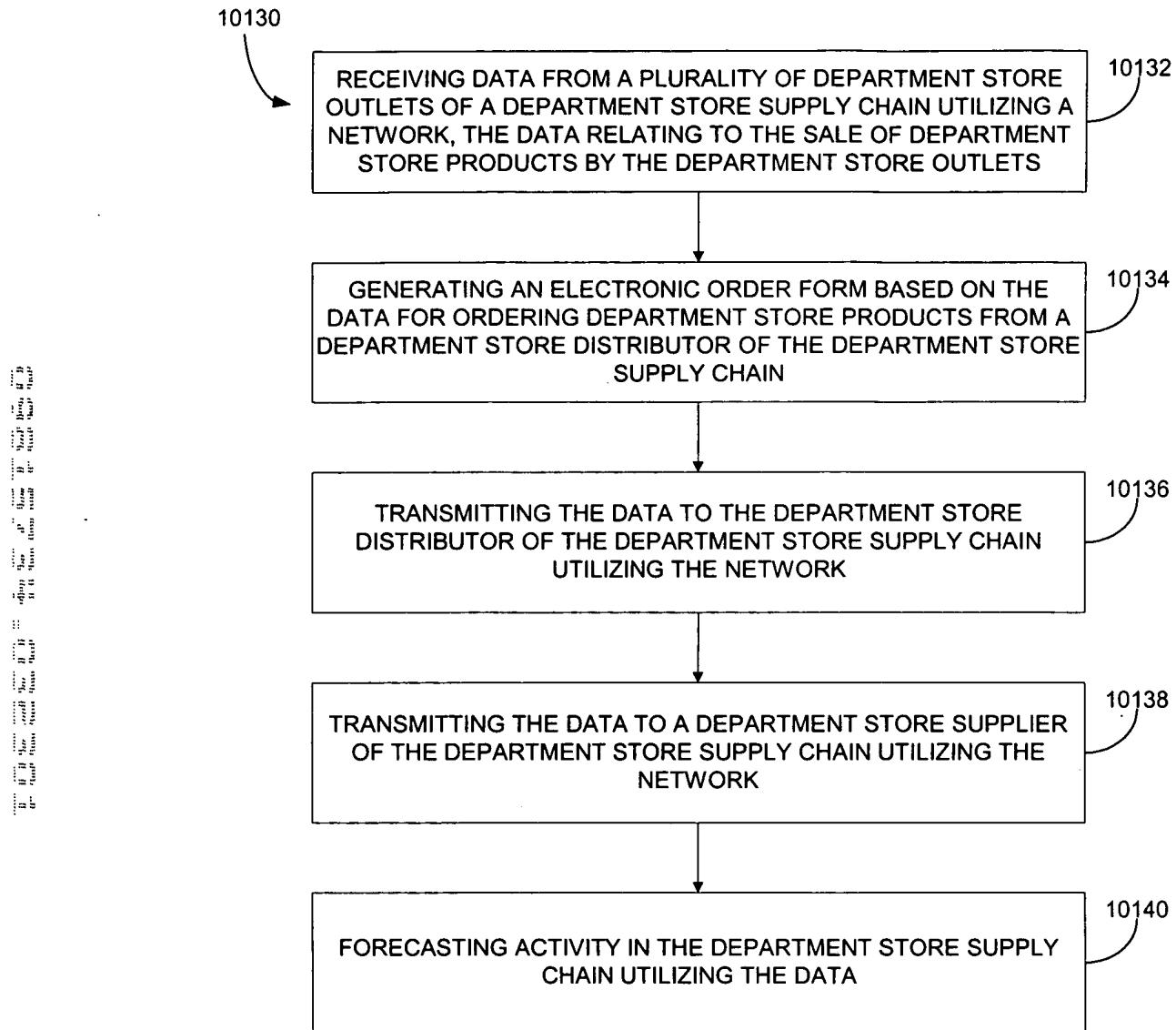


FIG. 101

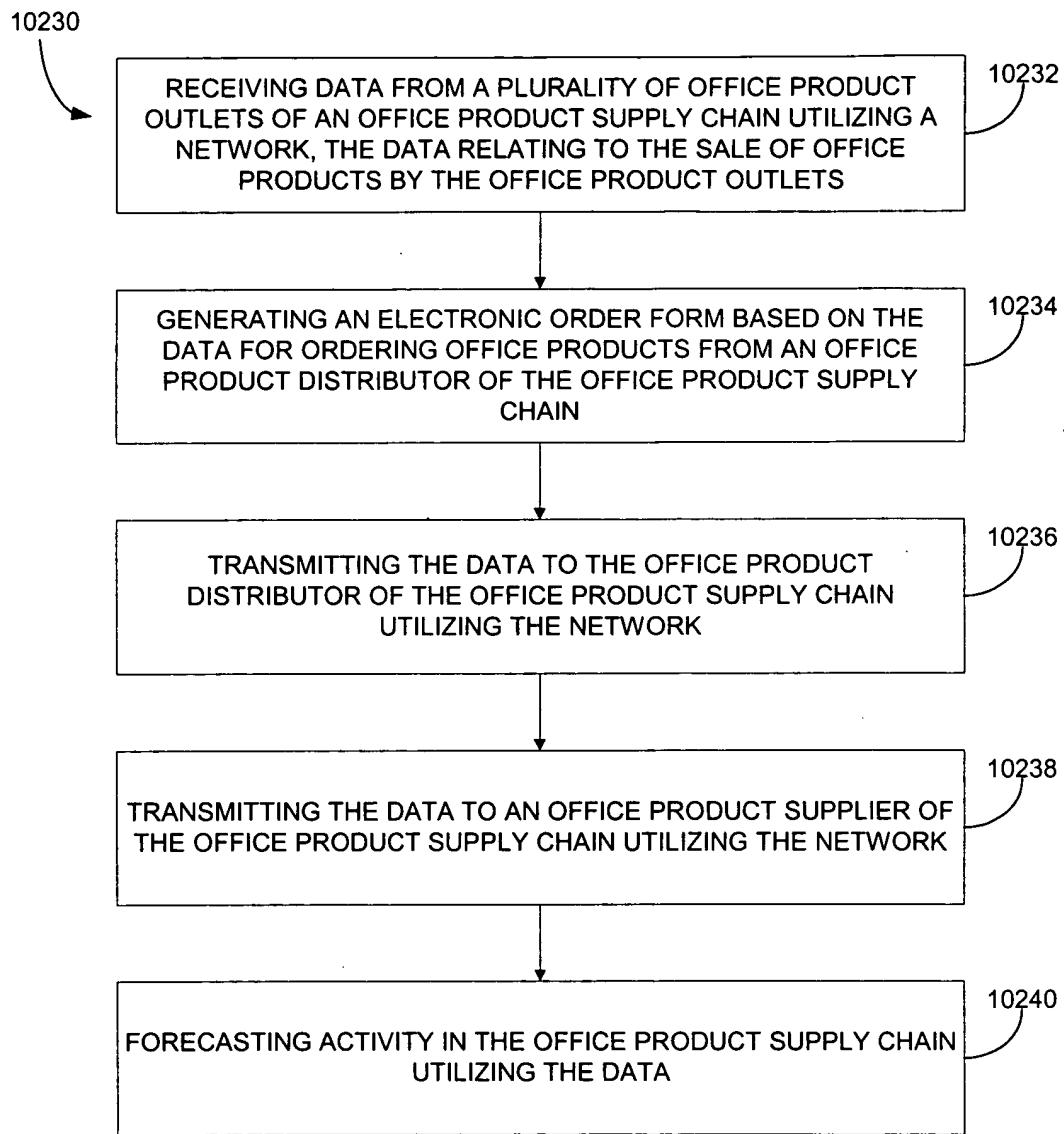


FIG. 102A

10260

RECEIVING DATA FROM A PLURALITY OF BOOK OUTLETS OF A BOOK SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF BOOKS BY THE BOOK OUTLETS

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING BOOKS FROM A BOOK DISTRIBUTOR OF THE BOOK SUPPLY CHAIN

TRANSMITTING THE DATA TO THE BOOK DISTRIBUTOR OF THE BOOK SUPPLY CHAIN UTILIZING THE NETWORK

TRANSMITTING THE DATA TO A BOOK SUPPLIER OF THE BOOK SUPPLY CHAIN UTILIZING THE NETWORK

FORECASTING ACTIVITY IN THE BOOK SUPPLY CHAIN UTILIZING THE DATA

FIG. 102B

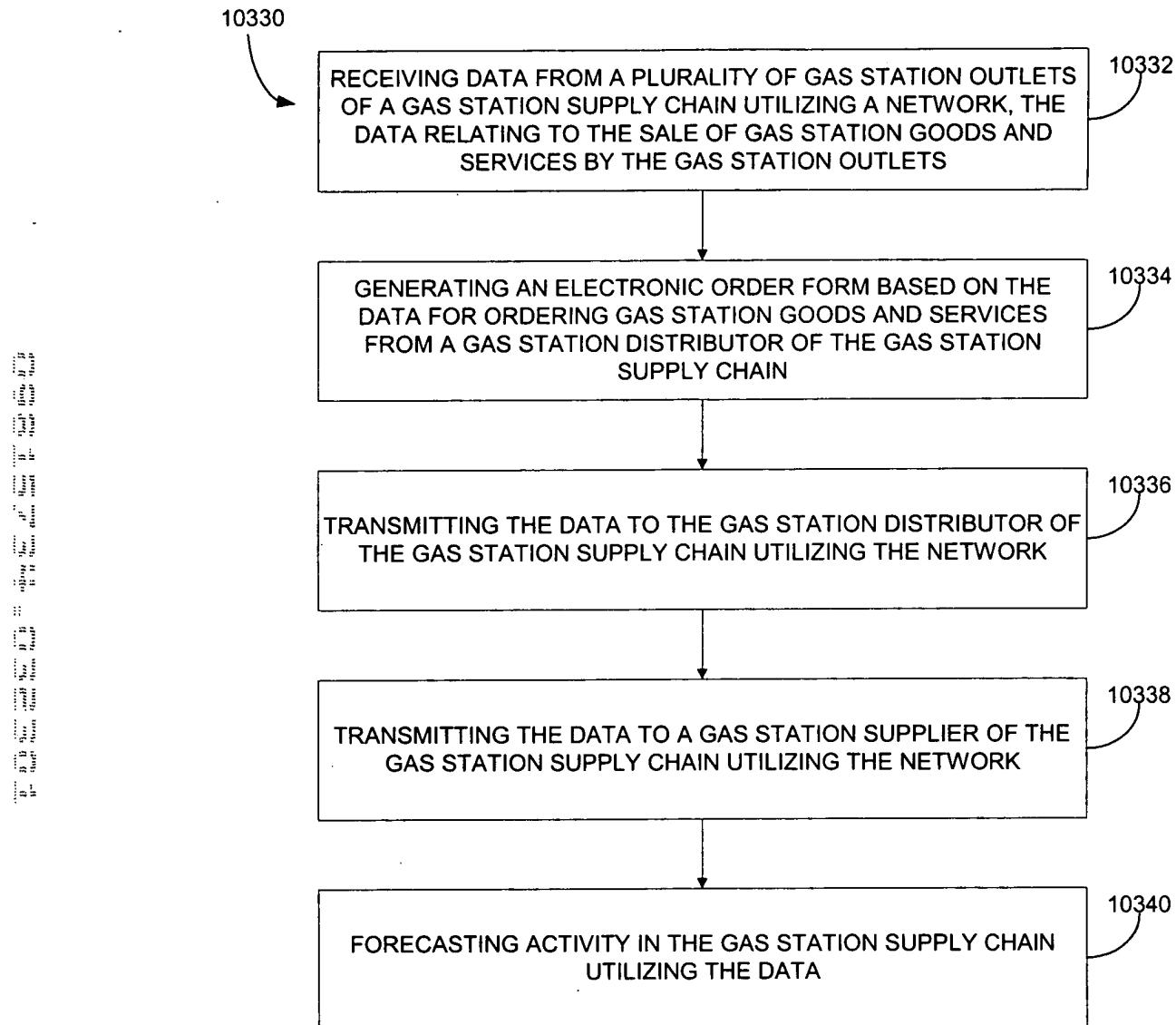


FIG. 103

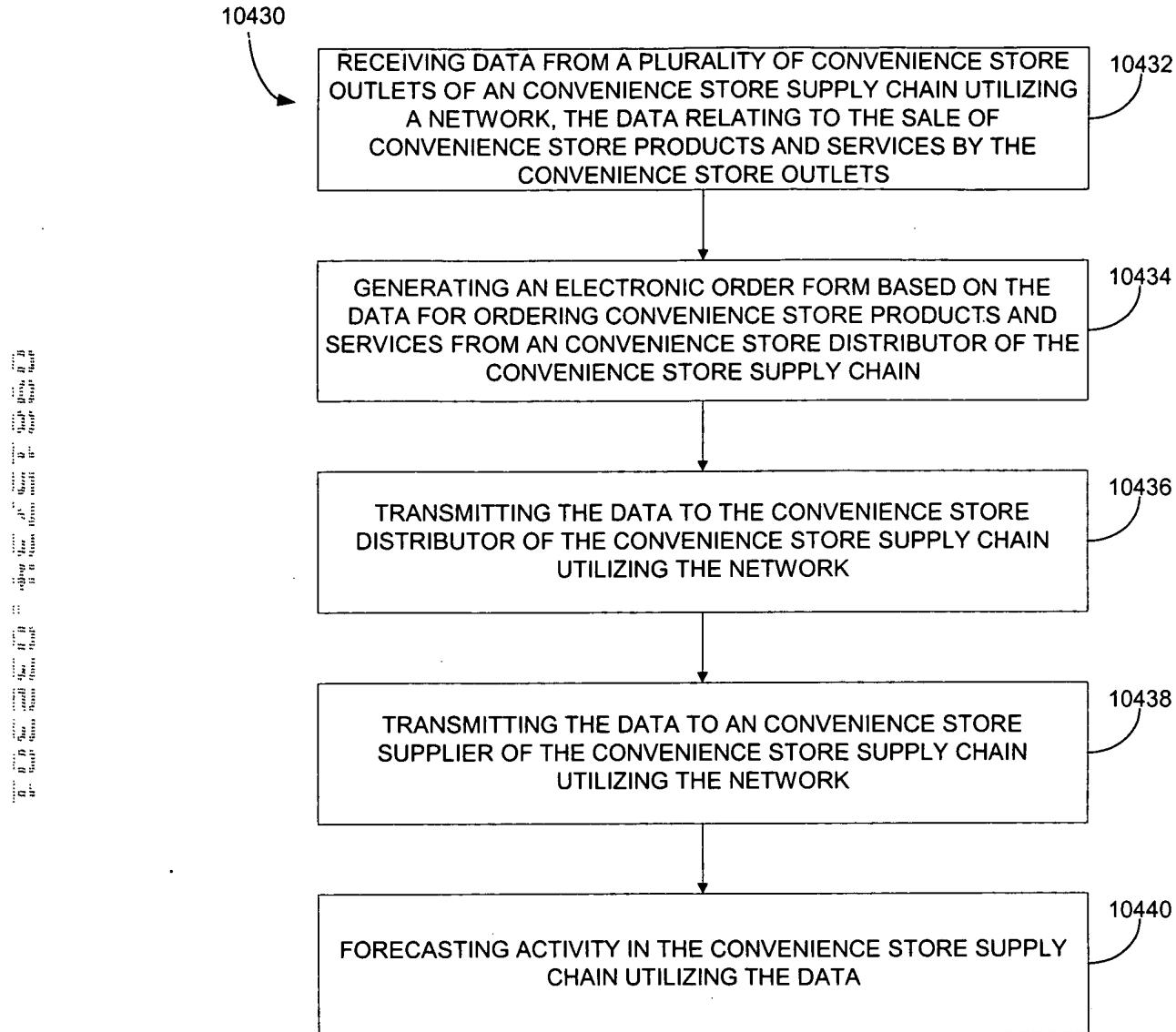


FIG. 104A

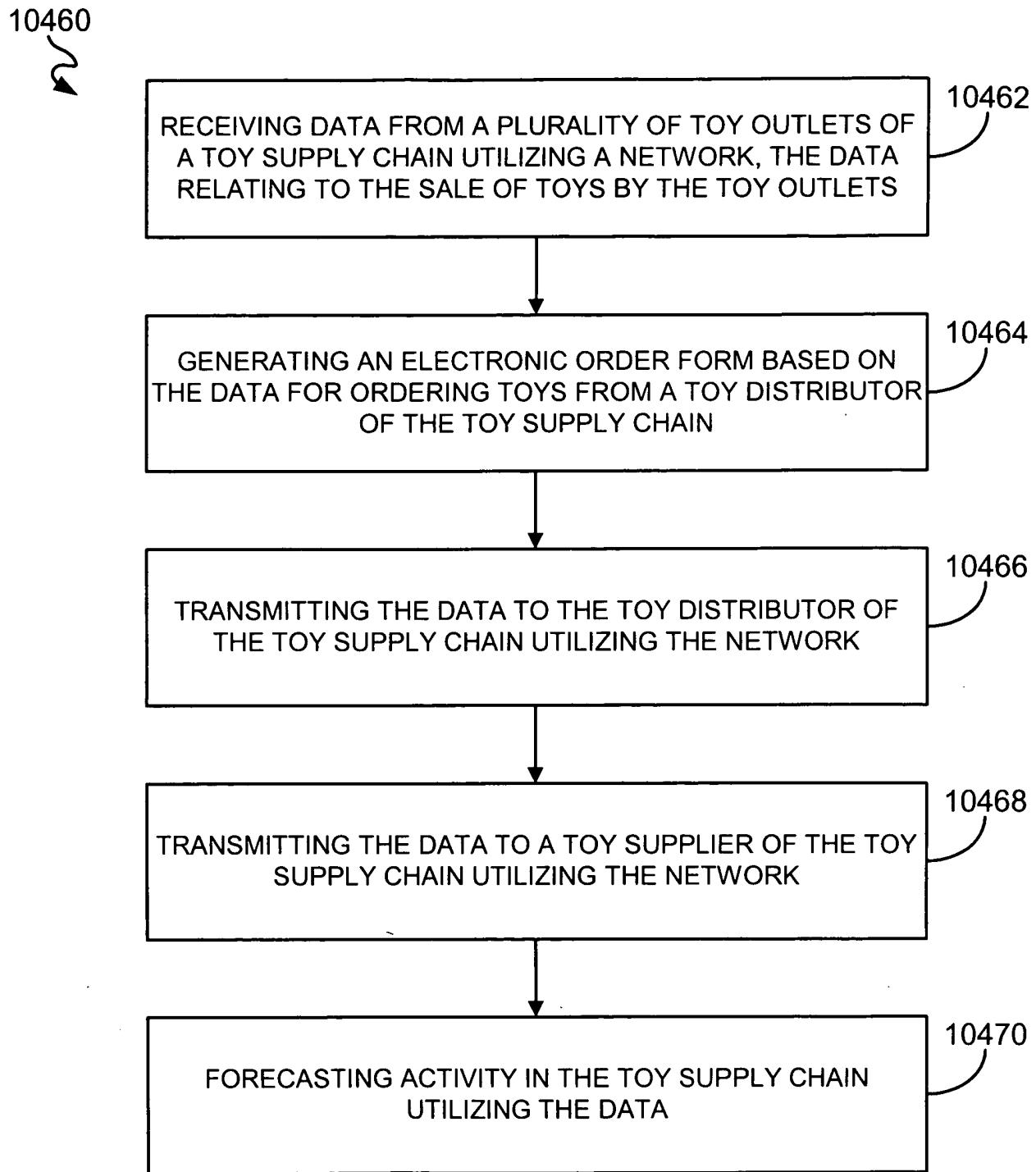


FIG. 104B

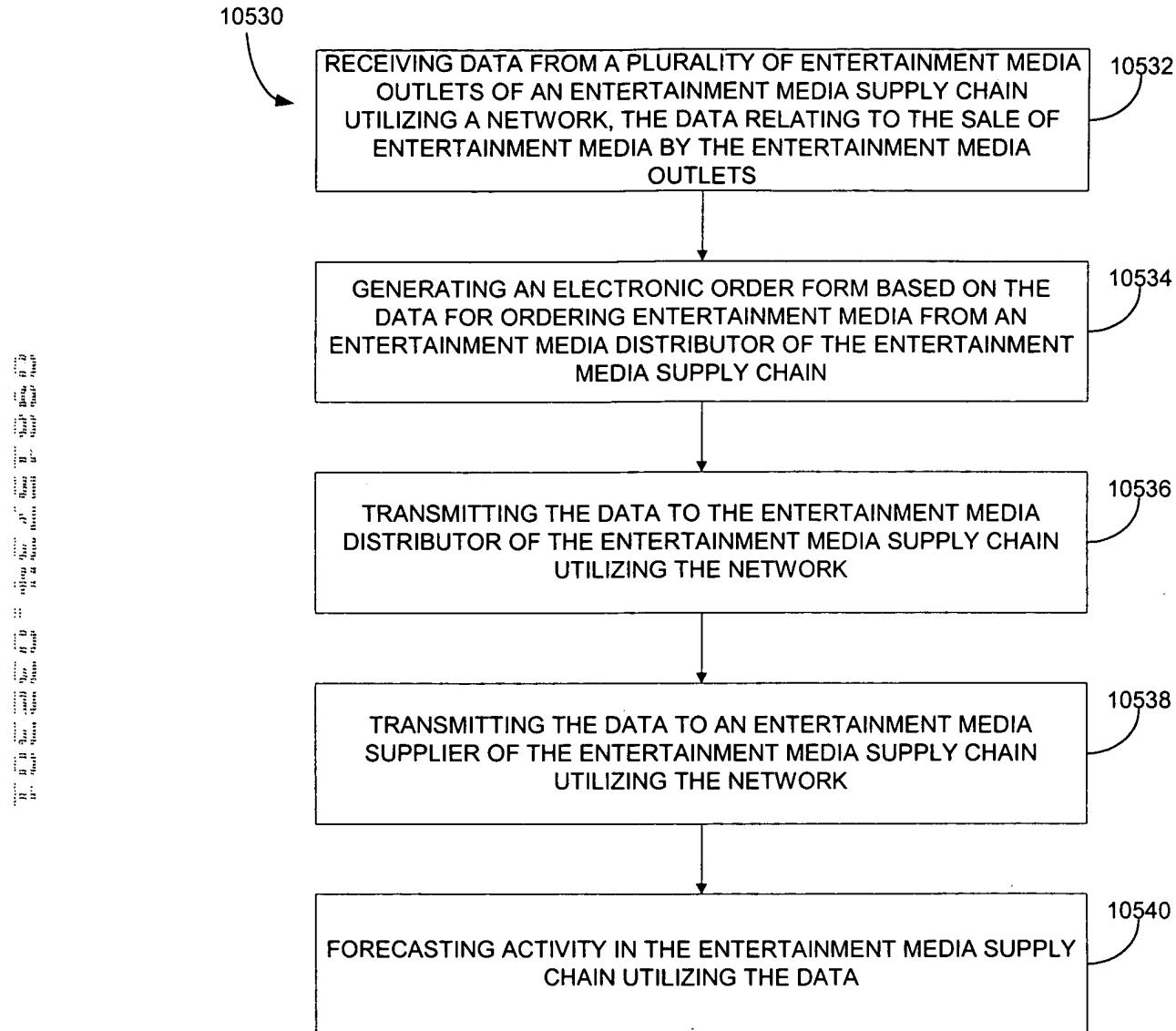


FIG. 105

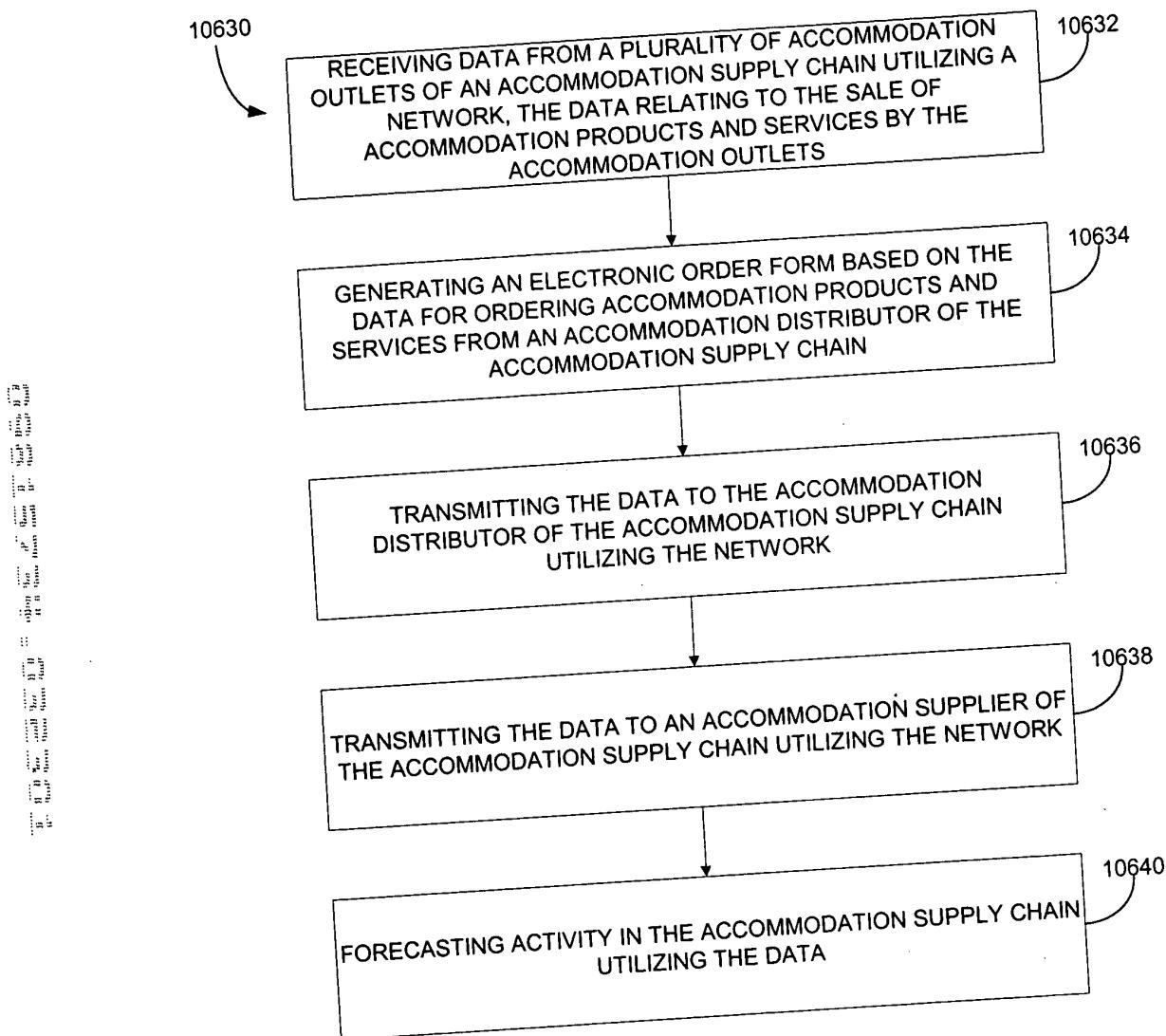


FIG. 106

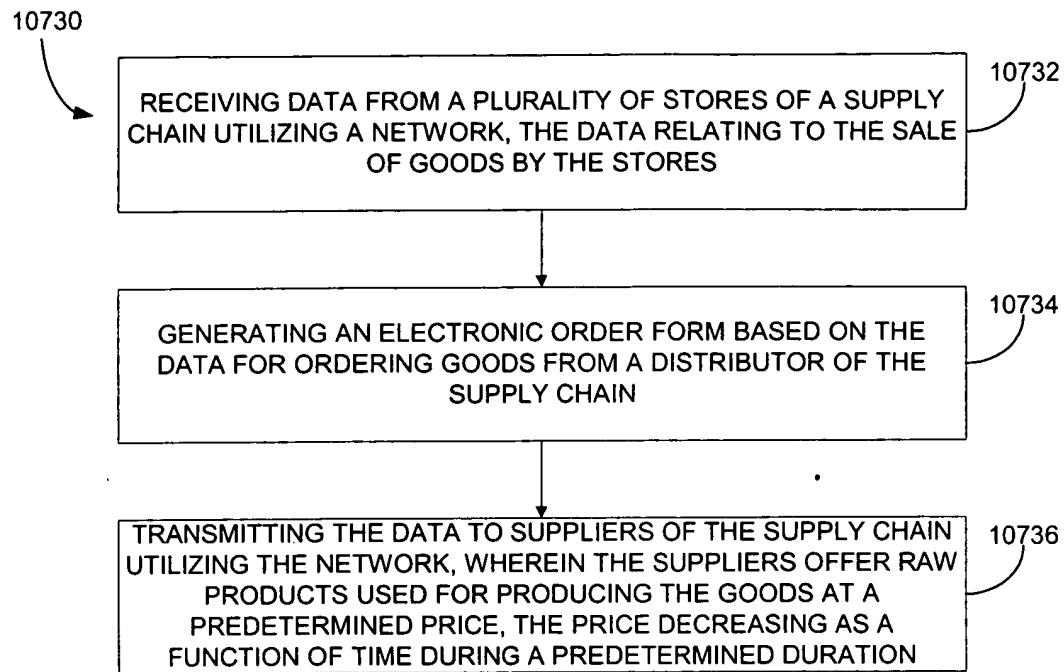


FIG. 107

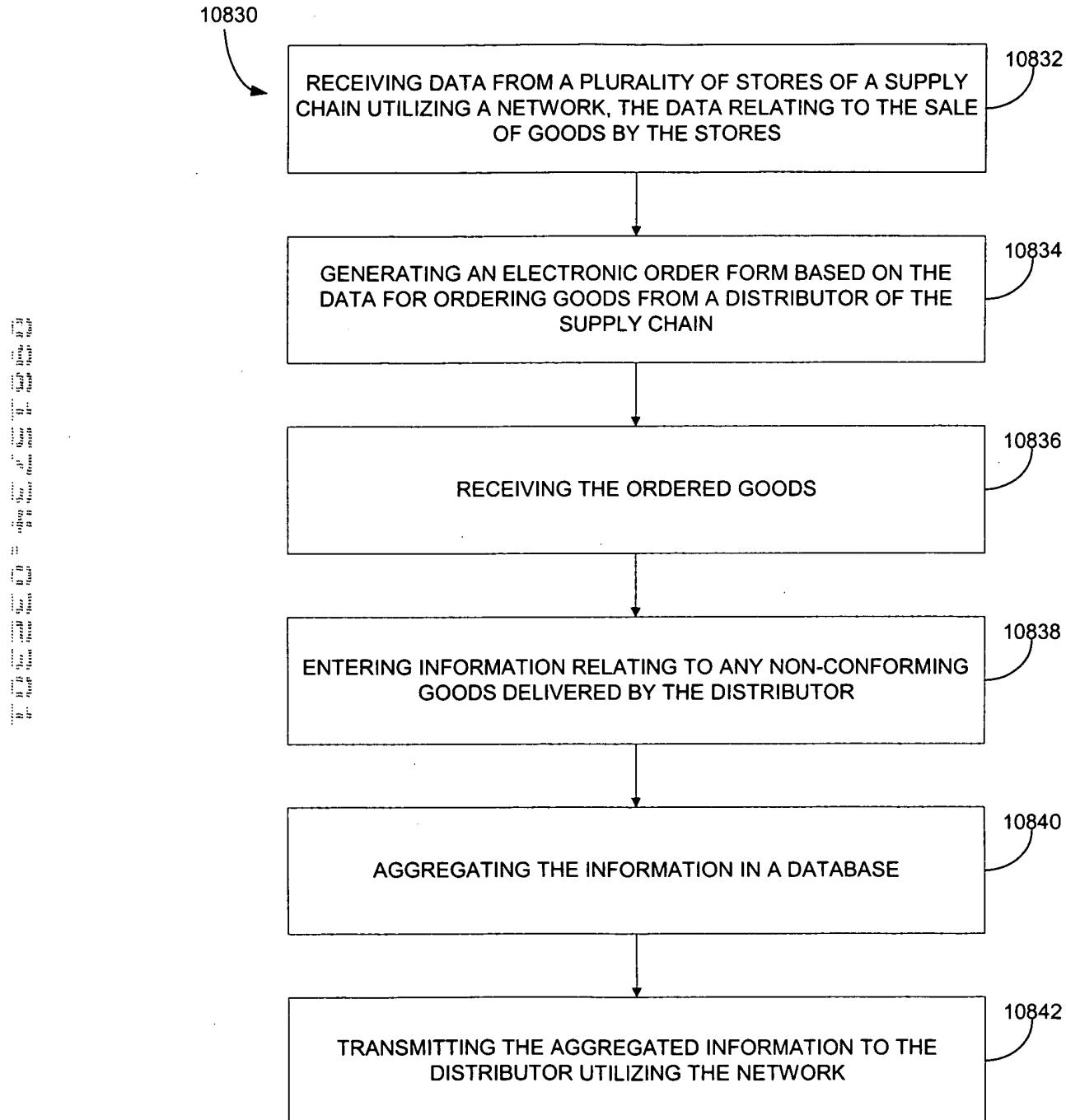


FIG. 108

10900

RECEIVING AN AGREEMENT BETWEEN A PLURALITY OF PARTIES IN A SUPPLY CHAIN

10902

IDENTIFYING A PLURALITY OF TERMS OF THE AGREEMENT

10904

PARSING THE TERMS INTO AT LEAST A PAIR OF GROUPS INCLUDING A FIRST GROUP OF TERMS INCLUDING COMMERCIAL TERMS AND A SECOND GROUP OF TERMS INCLUDING BRAND IDENTITY TERMS, EACH OF THE TERMS OUTLINING A RESPONSIBILITY

10906

ALLOCATING THE RESPONSIBILITIES AMONG THE PARTIES BASED ON THE PARSING

10908

FIG. 109

11000

RECEIVING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE SUPPLY CHAIN PARTICIPANTS

11002

DETERMINING PRODUCT SUPPLY PARAMETERS CORRESPONDING TO EACH SUPPLY CHAIN PARTICIPANT BASED ON INFORMATION INCLUDING THE DATA

11004

COMMUNICATING CORRESPONDING PRODUCT SUPPLY PARAMETERS TO AT LEAST ONE SUPPLY CHAIN PARTICIPANT

11006

FIG. 110

11100

RECEIVING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE SUPPLY CHAIN PARTICIPANTS

11102

DETERMINING RULES TO ENSURE THE INCURRENCE OF MINIMAL COSTS TO THE SUPPLY CHAIN PARTICIPANTS

11104

APPLYING THE RULES TO ENSURE SUPPLY TO THE SUPPLY CHAIN PARTICIPANTS AT MINIMAL COST WITHOUT REQUIRING THE SUPPLY CHAIN MANAGER TO TAKE TITLE TO ANY GOODS

11106

FIG. 111

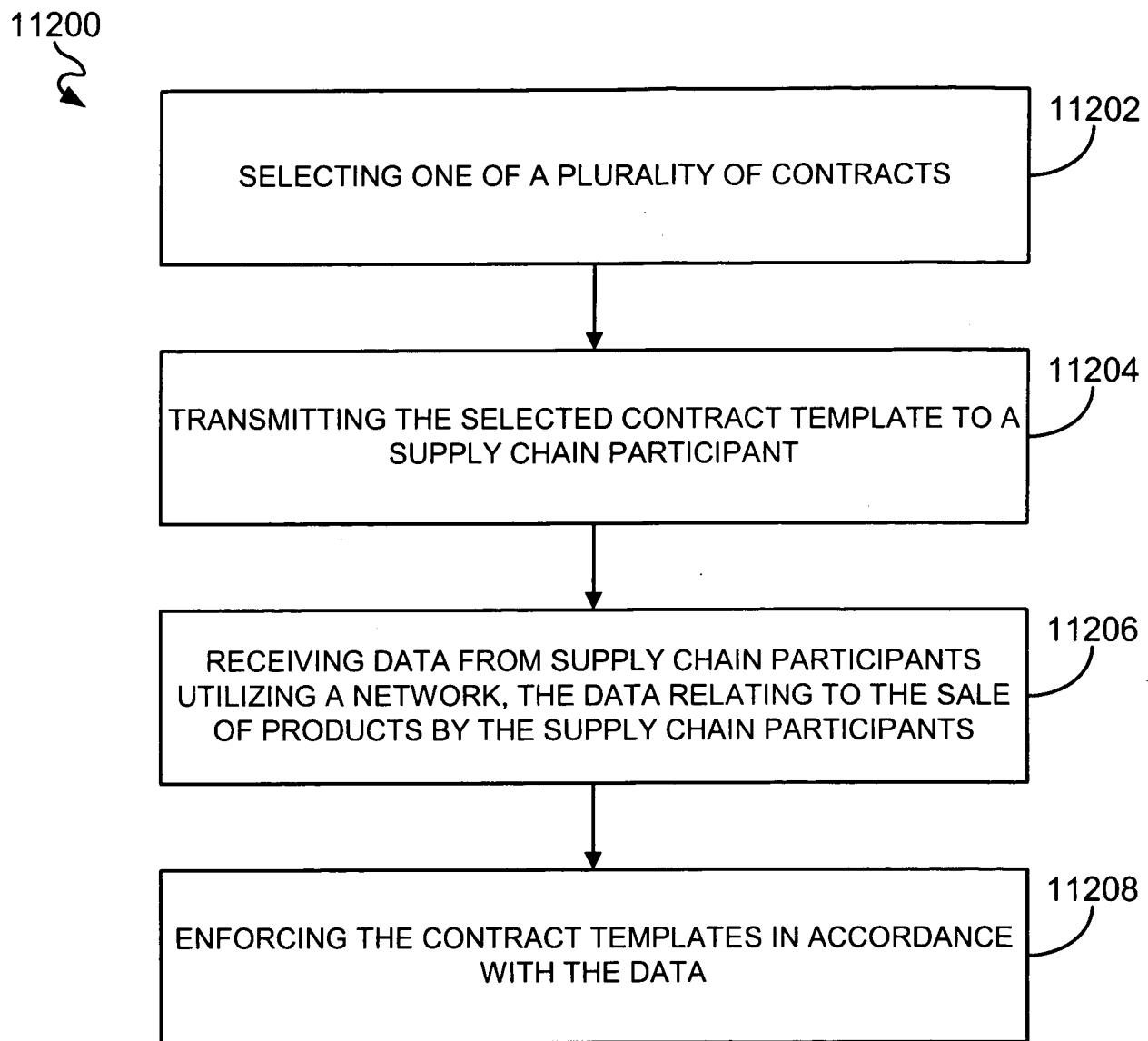


FIG. 112

11300

REGISTERING A PLURALITY OF DISTRIBUTORS OF A SUPPLY CHAIN

11302

ASSIGNING DISTRIBUTION MANAGEMENT RIGHTS TO A SUPPLY CHAIN MANAGER

11304

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF THE SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

11306

MANAGING THE USE OF THE DATA DURING THE DISTRIBUTION OF PRODUCTS TO THE OUTLETS BY THE DISTRIBUTORS, WHEREIN THE MANAGING IS HANDLED BY THE SUPPLY CHAIN MANAGER

11308

FIG. 113

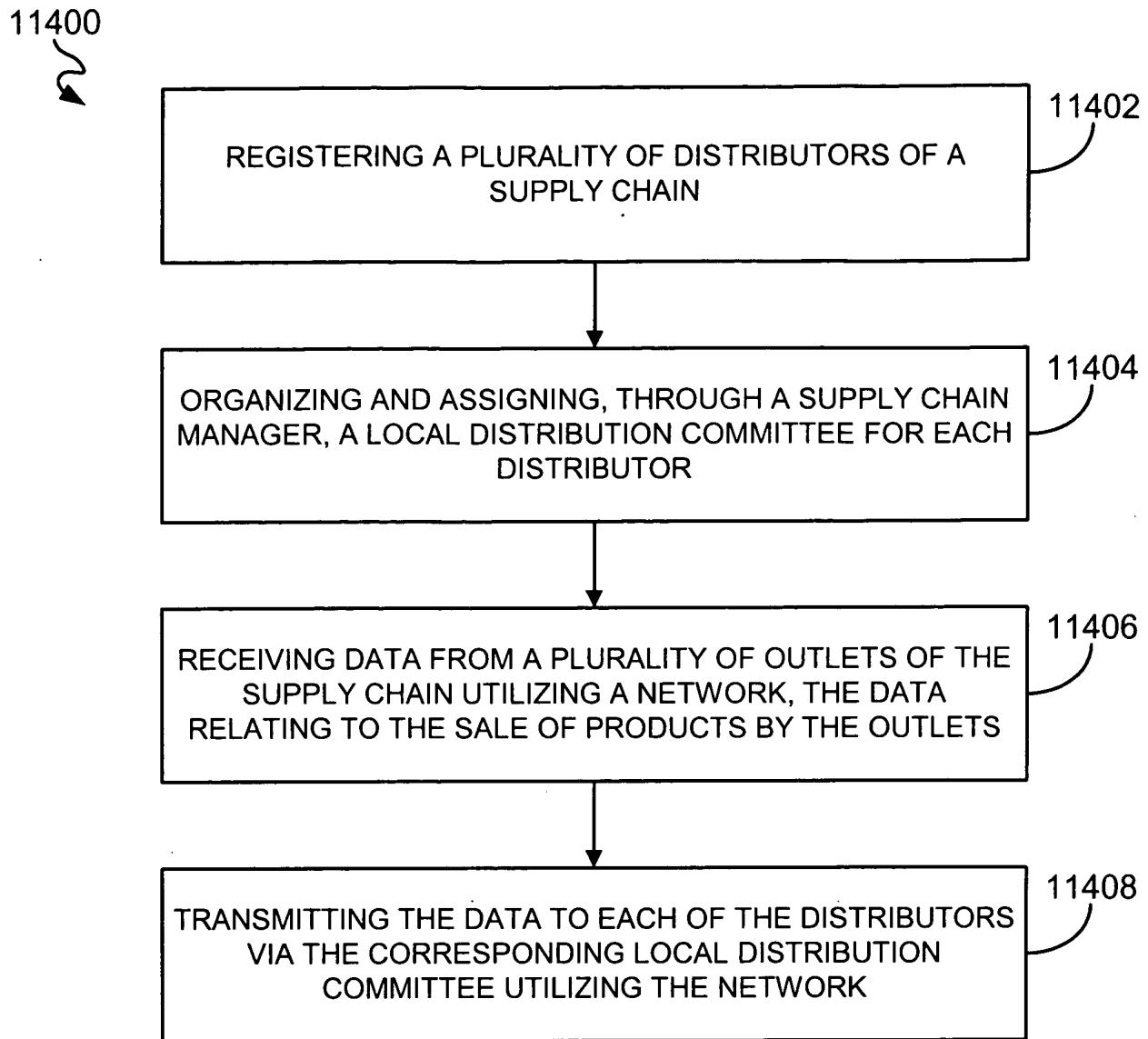


FIG. 114

11500

COLLECTING DATA FROM A PLURALITY OF STORES OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF GOODS BY THE STORES

GENERATING ELECTRONIC ORDER FORMS BASED ON THE DATA FOR ORDERING GOODS FROM A PLURALITY OF DISTRIBUTORS OF THE SUPPLY CHAIN

SENDING THE ELECTRONIC ORDER FORMS TO THE DISTRIBUTORS UTILIZING THE NETWORK

RECEIVING INVOICES FROM THE DISTRIBUTORS UTILIZING THE NETWORK

CALCULATING A PRICE FOR THE GOODS UTILIZING THE ELECTRONIC ORDER FORMS AND THE INVOICES

AUDITING THE PRICE

11502

11504

11506

11508

11510

11512

FIG. 115

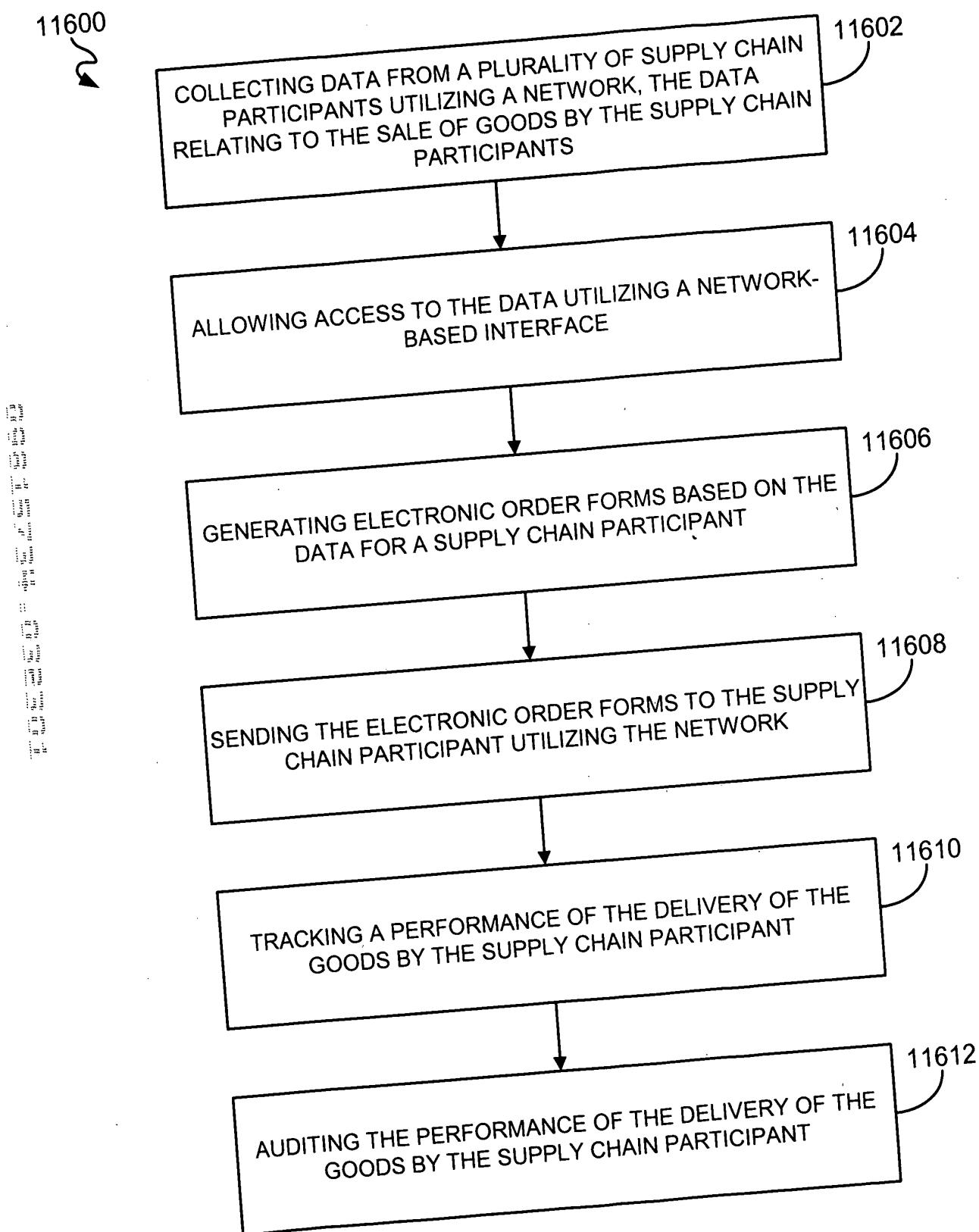


FIG. 116

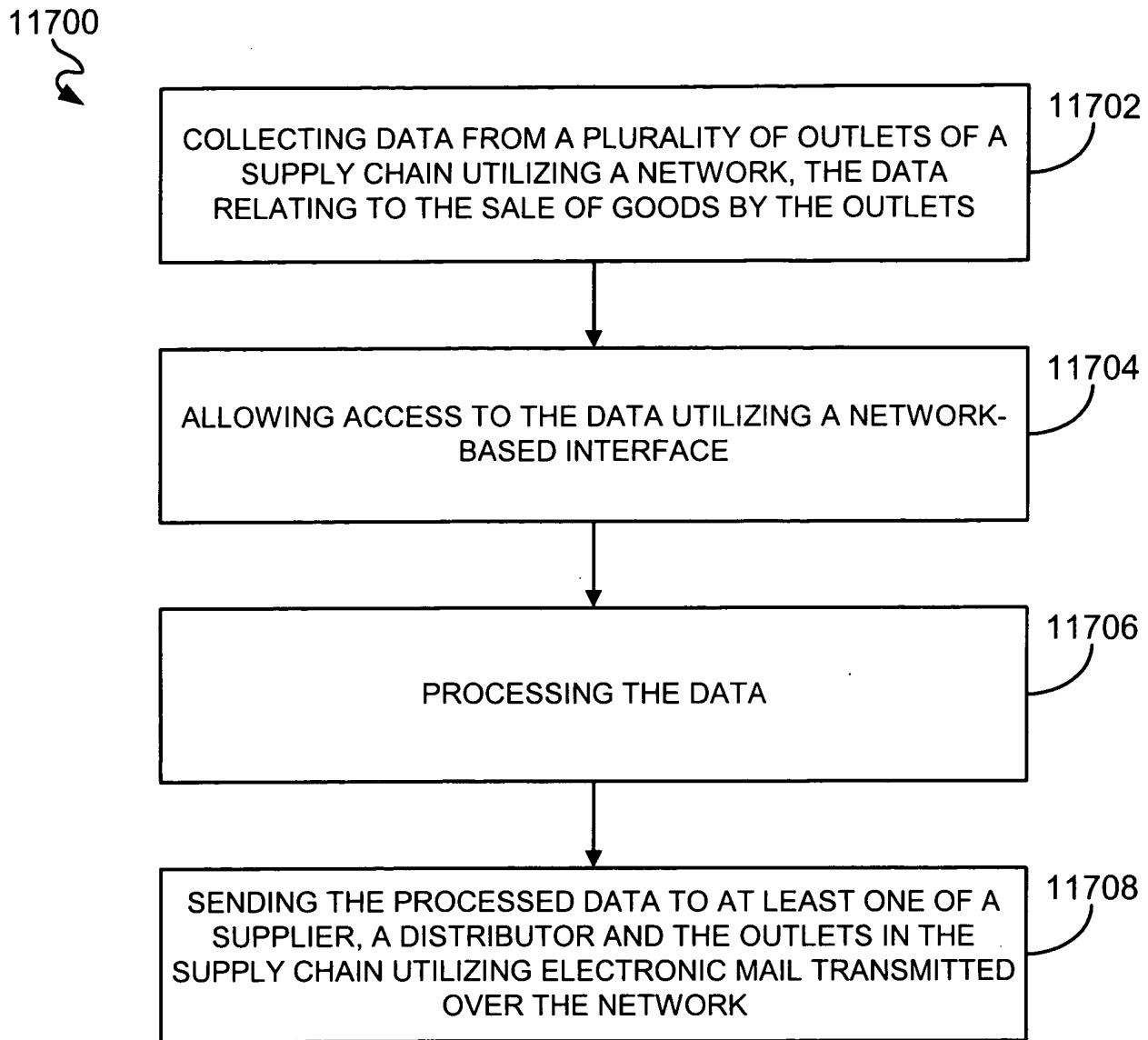


FIG. 117

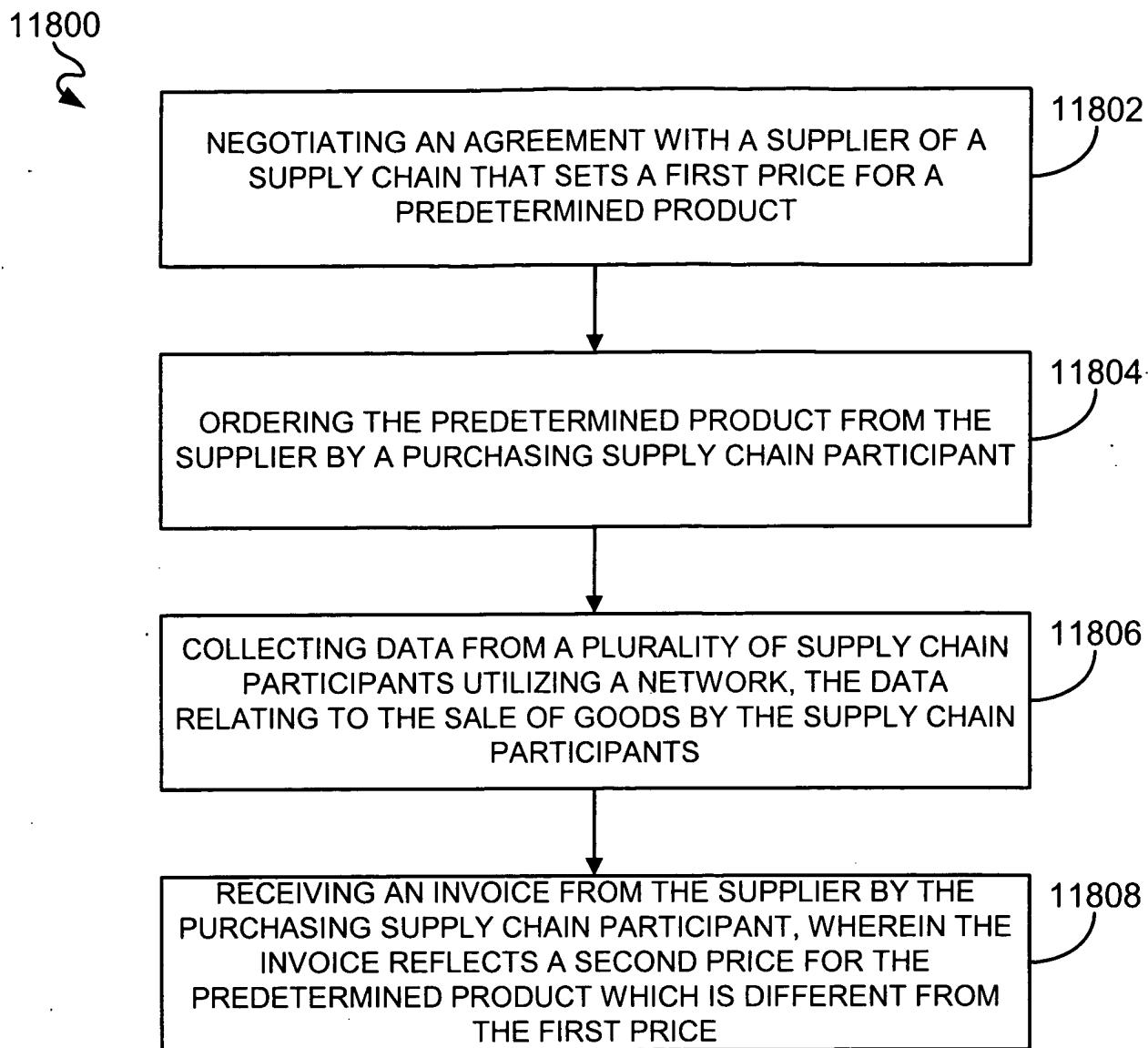


FIG. 118

11900

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE OUTLETS

11902

DETERMINING A MAXIMUM ACCEPTABLE AMOUNT OF LOSS

11904

TRANSLATING THE MAXIMUM ACCEPTABLE AMOUNT OF LOSS TO ACCEPTABLE ORDERING STANDARDS

11906

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA AND THE ACCEPTABLE ORDERING STANDARDS FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN

11908

FIG. 119

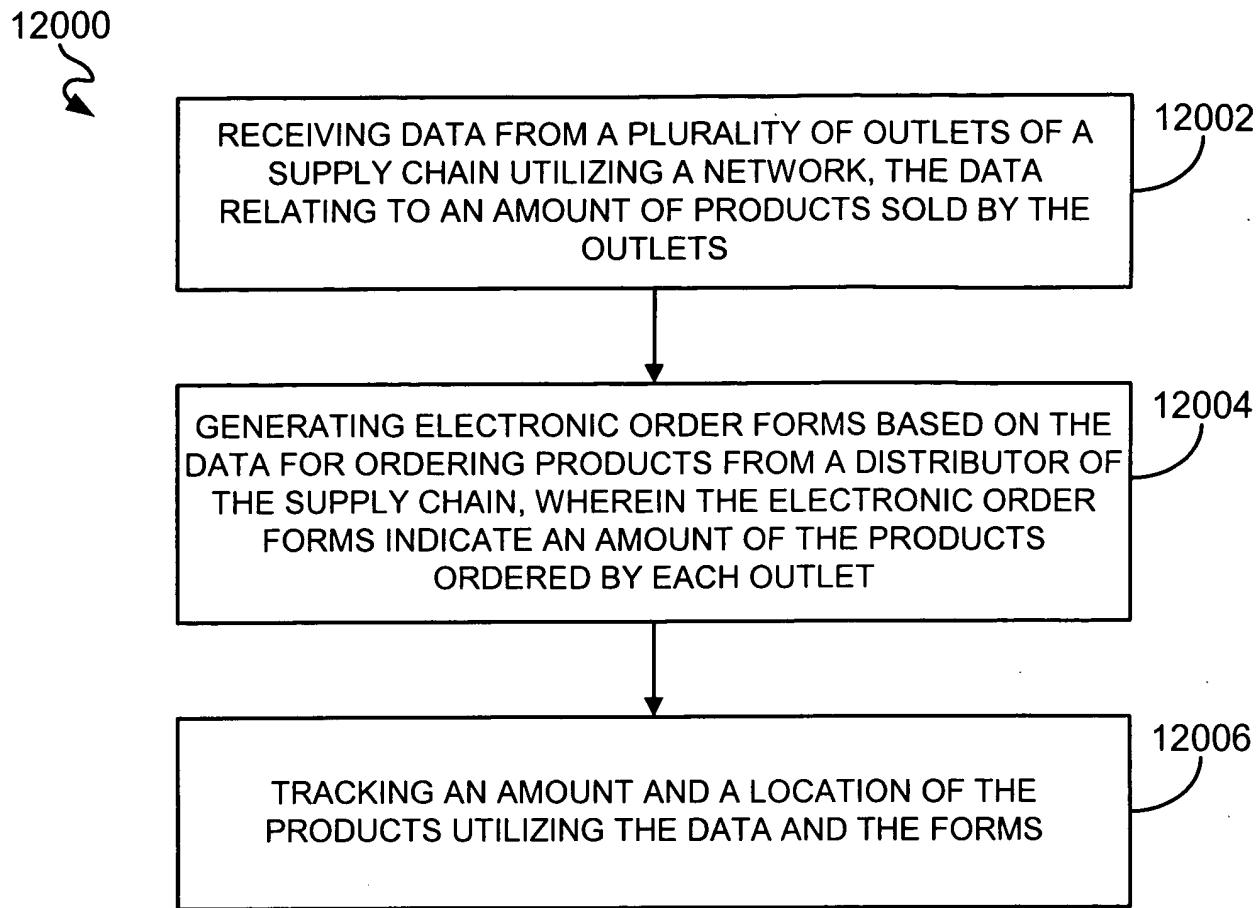


FIG. 120

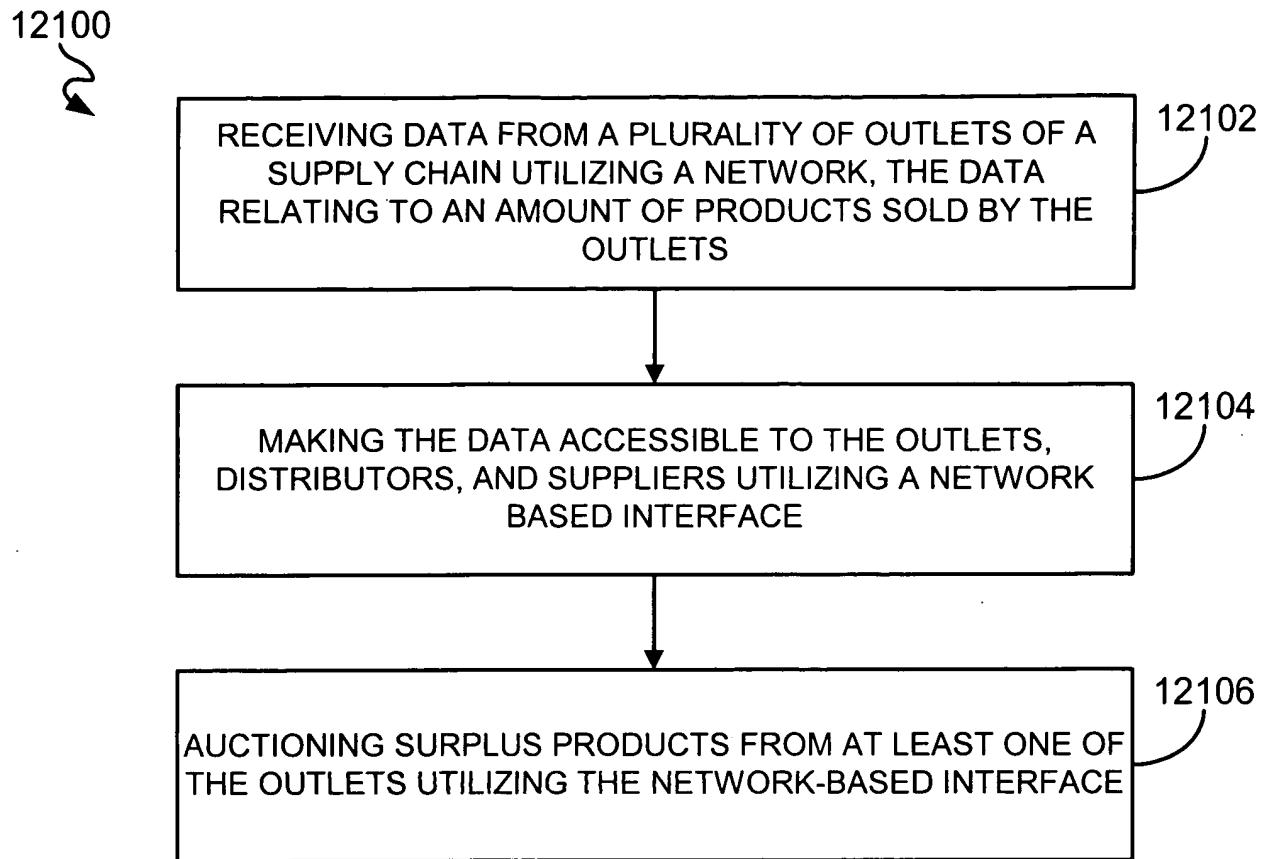


FIG. 121

12200

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

12202

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN

12204

PROVIDING ACCESS TO THE DATA UTILIZING A NETWORK-BASED INTERFACE EQUIPPED TO HANDLE SECURE SOCKETS LAYER (SSL) PROTOCOL

12206

FIG. 122

12300

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA
RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

12302

GENERATING AN ELECTRONIC ORDER FORM BASED ON
THE DATA FOR ORDERING PRODUCTS FROM A
DISTRIBUTOR OF THE SUPPLY CHAIN

12304

ALLOWING ACCESS TO THE DATA UTILIZING A NETWORK-
BASED INTERFACE

12306

FIG. 123

12400

12402

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA
RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

12404

GENERATING A CALENDAR OF EVENTS

12406

ALLOWING ACCESS TO THE CALENDAR OF EVENTS
UTILIZING A NETWORK-BASED INTERFACE

FIG. 124

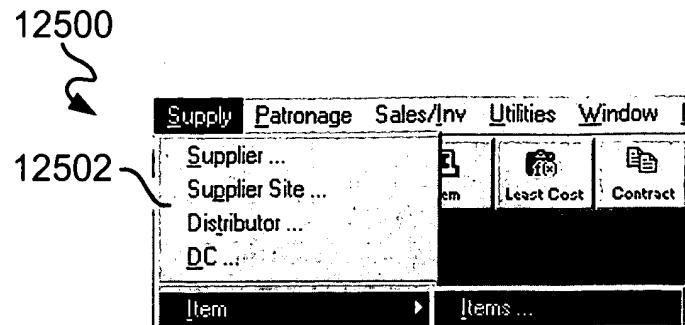


FIG. 125

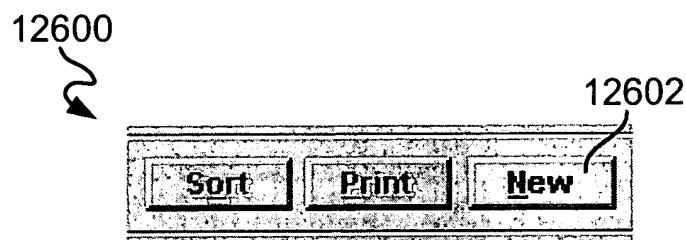


FIG. 126

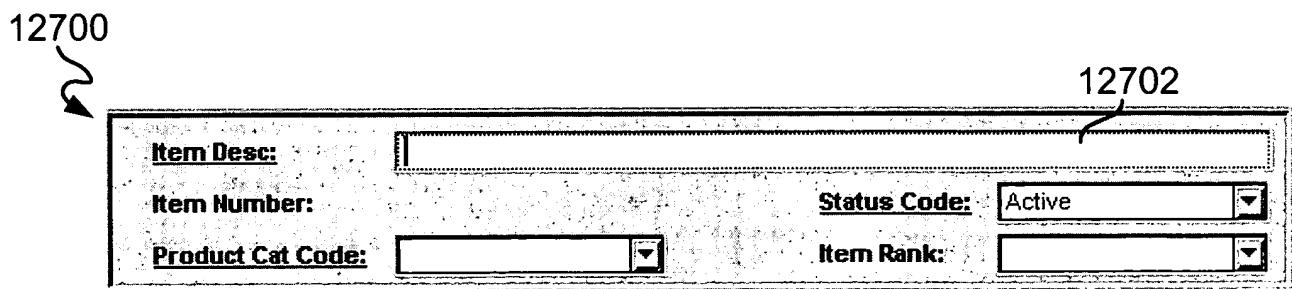


FIG. 127

FIG. 128

Landed Cost by Distribution Center

Item	Inv FOB	Freight	Landed	Routing
Bag - Medium	4.85	0.23	5.08	TL
Bag - Large	6.7	0.23	6.93	TL
Biscuits - Frozen	12.33	1.15	13.48	TL
Brush - Pot, Long Handle	40.2	2.02	42.22	TL
Brush - Pot, Short Handle	24	1.39	25.39	TL
Carton - Breakfast	16.59	1.1	17.69	RDC
Carton - Large Fry	29.91	0.81	30.72	RDC
Carton - Medium Fry	18.92	0.73	19.65	TLMIN

12800

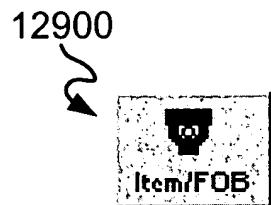


FIG. 129

13000

Supplier Item Desc:

Current: Yes No

Items per Case:

Innerpack Contents:

Item Size:

Case Length:

Case Width:

Case Depth:

Case Dimension U/M:

Item Cube: CUBIC FEET

Item Shelf Life:

Item No:

Tie Qty:

High Qty:

Cases Per Pallet:

Stacking Allowed:

Universal Product Code:

Cases Per Truckload:

Net Weight:

Gross Weight:

Weight U/M:

BarCode:

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

13100

Site Information: Site Id: 17355 Site Role: **FOB Shipping Point**

Site Name:

13102

FIG. 131

13200

Site Information: Site Id: 16 Site Role: **FOB Shipping Point**

Name: **Railroad Name:**

Status: Active **Rail Sidings:**

FIG. 132

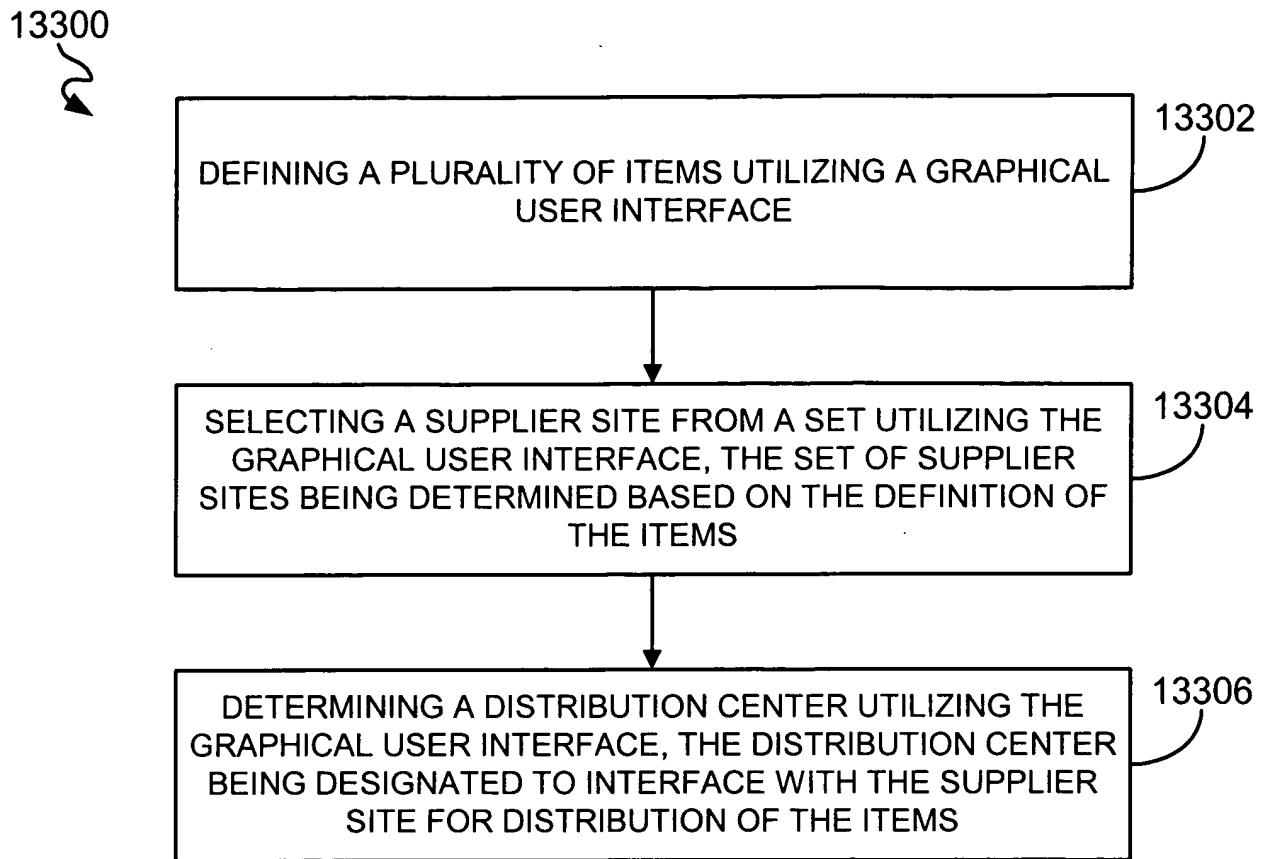


FIG. 133

13400

Item: WRAP-BACON DOUBLE CHEESEBURGER DELUXE Begin: 7/1/96 End: 9/1/96 Final:

Override Rules: Yes No Apply By: Cell

FIG. 134

13500

DC	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE,	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE, NY	TYSON FOODS - NEW HOLLAND, PA

FIG. 135

13600

Con FOB	Inv FOB	Freight	Landed
34.3200	34.3900	0.8400	35.2300
34.3200	34.3900	0.2900	34.6800

FIG. 136

13700

Contr	LB	Trk	Routing
96	83,600	2.0	TL
96	215,040	5.1	TL

FIG. 137

13800

**FIG. 138**

13900

Min Ordr	UM	Slip	D liv.
1	TRUCKLOAD(S) Pallet		
1	TRUCKLOAD(S) Pallet		

FIG. 139

14000

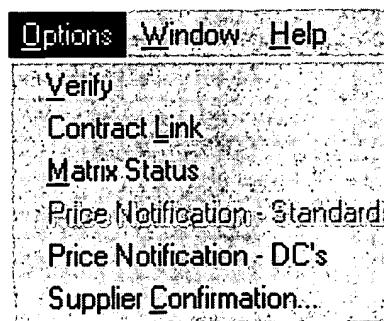
Carrier	Stated Vol
Truck	83,600
Truck	215,040

FIG. 140

14200

**FIG. 142**

14100

**FIG. 141**

14300

Cost	►	Edit / View ...	F3
Commodities	►	New (using previous matrix) ...	F4
Vendor Rating	►	New (build matrix) ...	F5
Contact Management	►	Multi Item Price Notification ...	

FIG. 143

14400

IDENTIFYING AT LEAST ONE ITEM TO BE DISTRIBUTED
UTILIZING A GRAPHICAL USER INTERFACE

14402

ASSOCIATING A COST MODEL WITH THE ITEM UTILIZING
THE GRAPHICAL USER INTERFACE

14404

DETERMINING A TIME FRAME DURING WHICH THE COST
MODEL IS VALID UTILIZING THE GRAPHICAL USER
INTERFACE, WHEREIN THE COST MODEL IDENTIFIES A
CONTRACT COST, AN INVOICE COST, AND A LANDED COST
ASSOCIATED WITH THE DISTRIBUTION OF THE ITEM

14406

FIG. 144

14500



FIG. 145

14600

Contract ID: 673 - TYSON FOODS

Initial Buyer Name: Jamie Hersh

Current Buyer Name: Chris Stainton

FIG. 146

14700

Contract Start Date:	05/15/98
Contract End Date:	12/31/02
Execution Date:	5/15/98
Effective:	Shipment Date <input type="button" value="▼"/>
Payment Terms:	Net 10 <input type="button" value="▼"/>

FIG. 147

14800



14900



15000

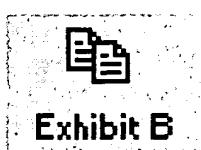


FIG. 148

FIG. 149

FIG. 150

15100

Select the End Dates to Use on the Exhibit

Item Description	Cost Matrix End Date	Contract End Date	No End Date
BEEF - 77%	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER 4.0 OZ	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER JR. 2.8 OZ.	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date

FIG. 151

15200



FIG. 152

15300



FIG. 153

15400

IDENTIFYING A CONTRACT UTILIZING A GRAPHICAL USER INTERFACE

15402

ASSOCIATING THE CONTRACT WITH AN ITEM TO BE DISTRIBUTED UTILIZING THE GRAPHICAL USER INTERFACE

15404

PREVENTING THE ITEM FROM BEING ASSOCIATED WITH MORE THAN ONE CONTRACT

15406

FIG. 154

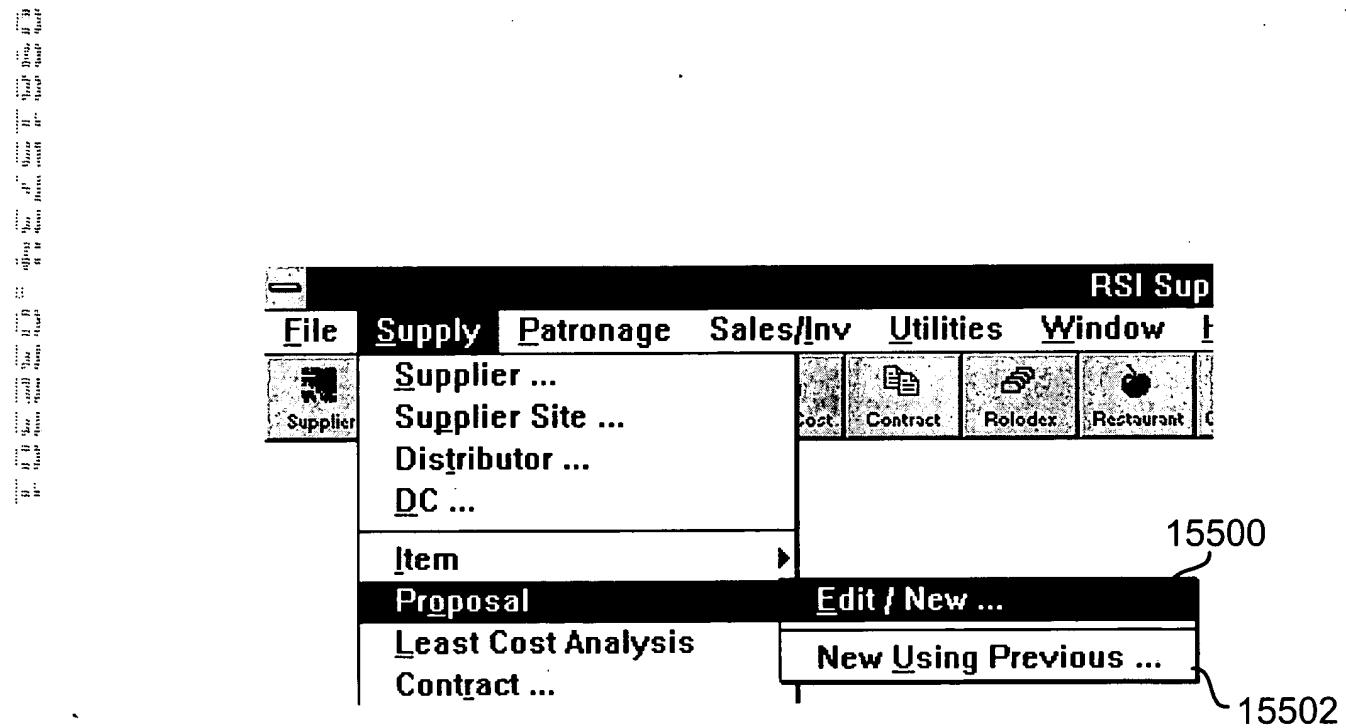


FIG. 155

15600

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info	Items	Suppliers	DCs	FOB Price	DC/Rest.	Usage	Templates	View Bid
Proposal Information								
Proposal ID:	1021						Proposal Due Date:	06/12/97
Proposal Name:	Foam Hot Cups & Polystyrene Lids						Contract Begin Date:	07/01/97
Buyer Name:	Dennis Clabby						Contract End Date:	06/30/98
Actions								
#:	Date:	Action Description:						
1	05/28/97	Sent this bid to Dart and also sent a request for information to WinCup.						

FIG. 156

15700

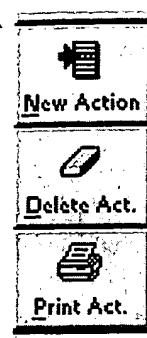


FIG. 157

15800

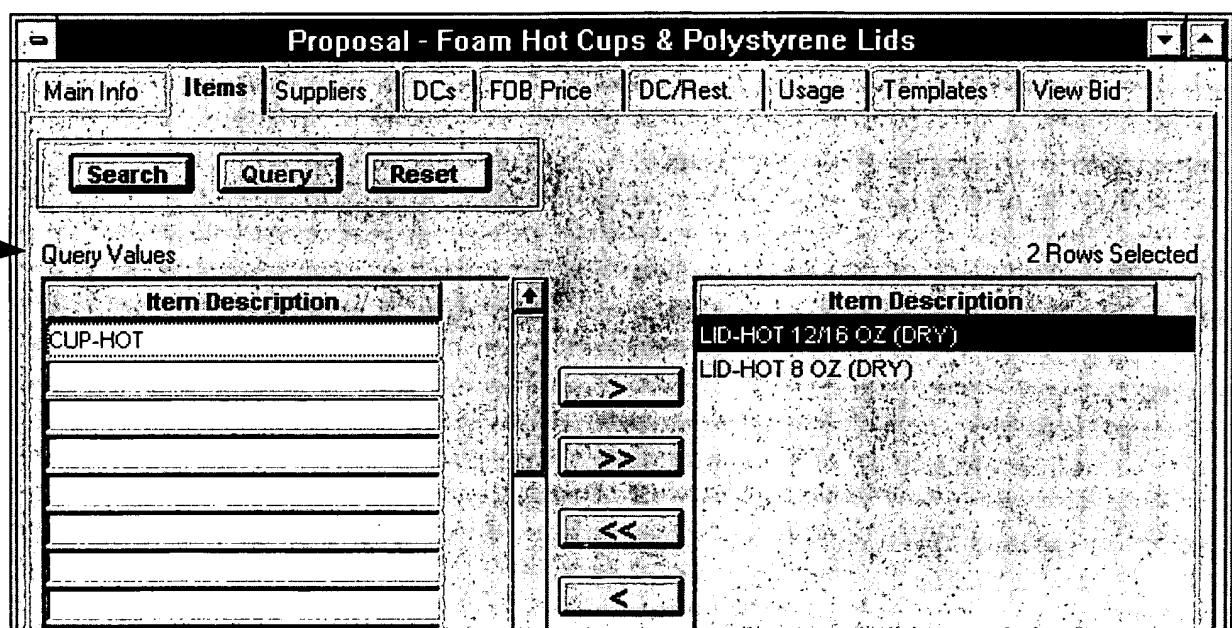


FIG. 158

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info Items Suppliers DCs FOB Price DC/Rest Usage Templates Recreate Bid

Search Query Reset

6 Rows Found 5 Rows Selected

Item Description	DRY
CUP-HOT 12 OZ (PAPER)	DRY
CUP-HOT 16 OZ (PAPER)	DRY
CUP-HOT 8 OZ (PAPER)	DRY
15902	>
15904	>>
	<<
15906	<
15908	<<

FIG. 159

16000

Main Info Items Suppliers DCs FOB Price DC/Rest Usage Templates Recreate Bid

Select The Appropriate FOB Price Component Worksheet For Each Item

Item Description FOB Price Component

MAYO-BULK	Mayonaise Components
	(None Selected)
	Generic FOB Pricing
	Mayonaise Components

FIG. 160

16100

Item	Growth %	Gross Wgt.	Item Cube	Contract Period
CHICKEN-BK BROILER	5.00%	32	1.26	09/01/97 to 12/31/97
CHICKEN-PATTY	7.00%	37.00	1.09	
CHICKEN-TENDERS	0.00%	25.00	1.06	

Distribution Center	Previous Case Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Unit Usage	
POST-ALBUQUERQ	576	30	99.34%	6.03	5.00%	755	
POST-DENVER	833	39	99.05%	6.68	5.00%	1,083	
POST-SALT LAKE	116	2	80.00%	5.46	5.00%	37	

FIG. 161

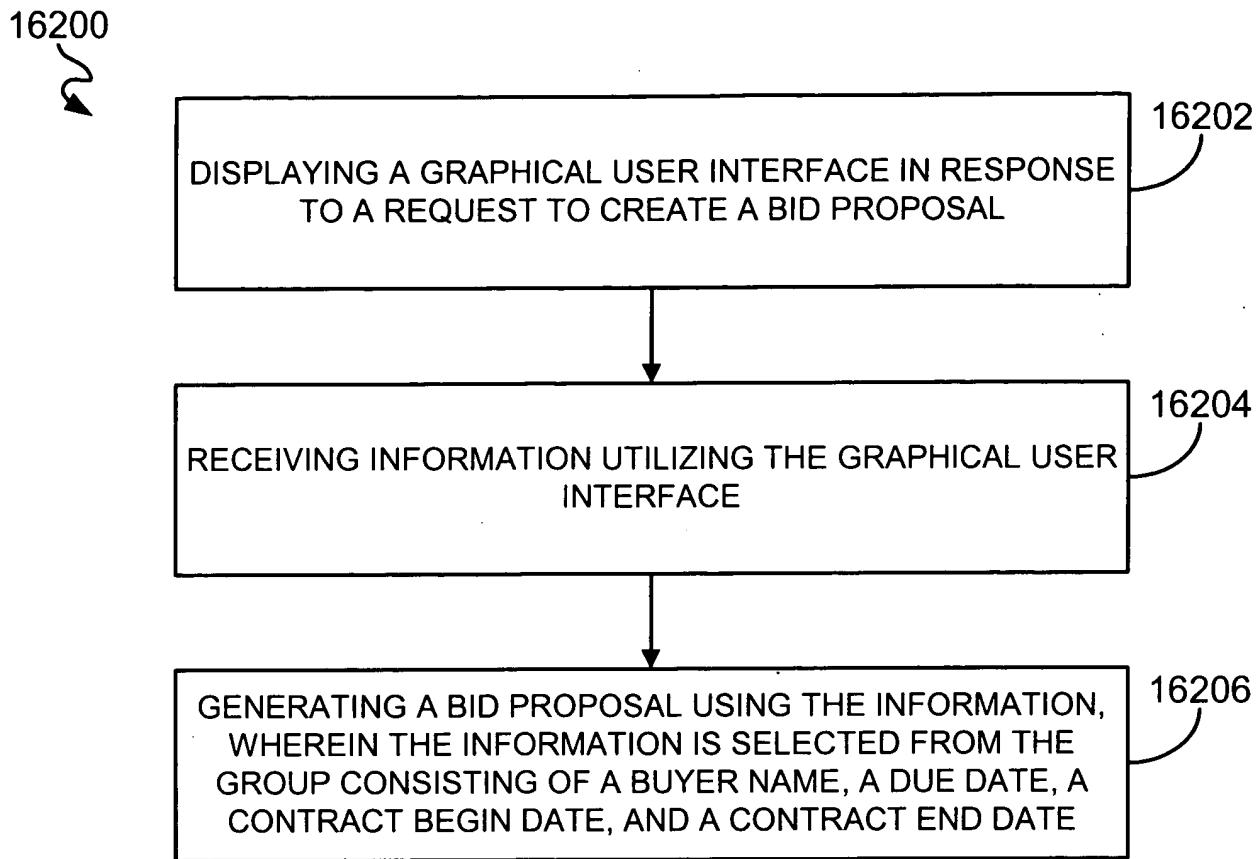


FIG. 162

16300



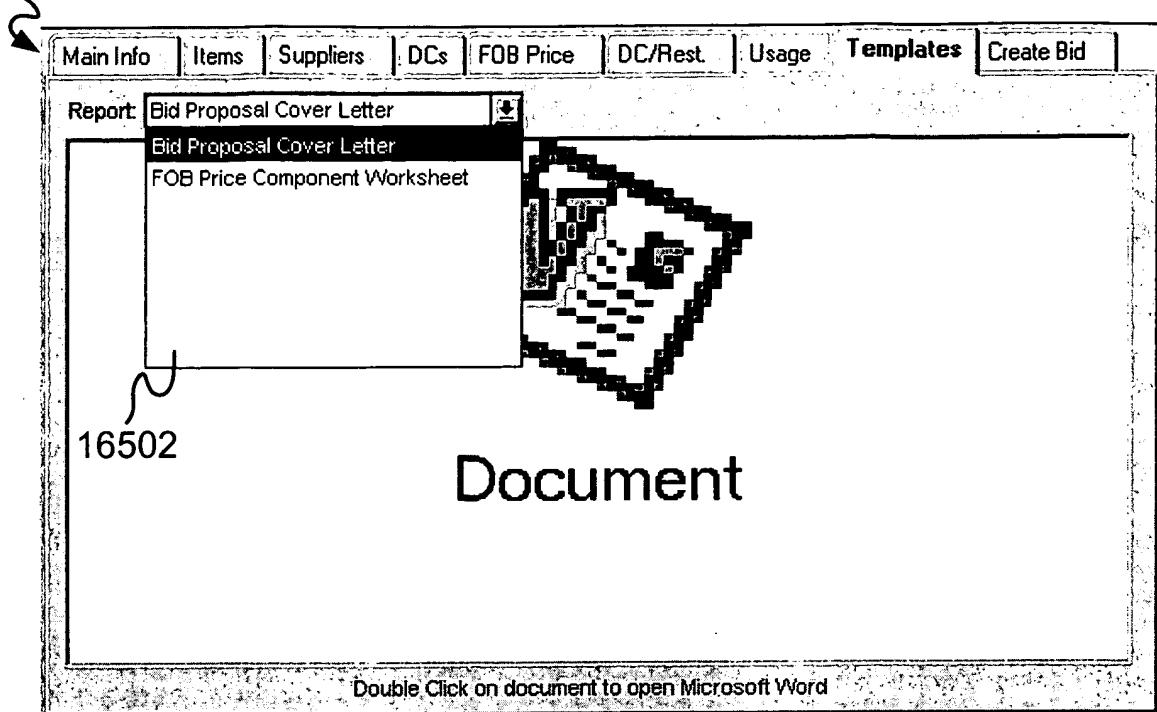
FIG. 163

16400

	<i>Supply</i>	<i>MS</i>	<i>Editable</i>
	<i>Word</i>		<i>Y/N</i>
Bid Proposal Cover Letter	?		Y
General Terms and Conditions	?		N
Usage Estimates	?		N
Supplier Facility Worksheets	?		N
Item Information Worksheets	?		N
Sample Supply Agreement	?		N
BK Specification Request	?		N
FOB Price Component	?		Y
Truckload Freight Worksheet	?		N
LTL Freight Worksheet	?		N

FIG. 164

16500



Document

FIG. 165

16600

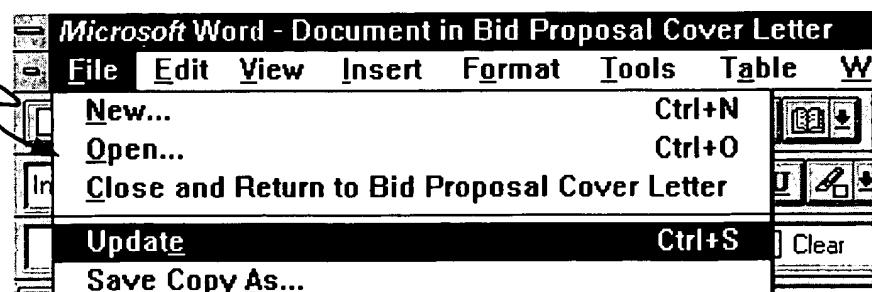


FIG. 166

16700

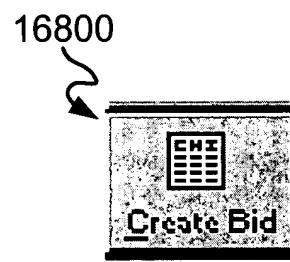
Main Info | It ms | Suppliers | DCs | FOB Pric | DC/Rest. | Usage | Templates | Cr at Bid

Bid Proposal Sent

Bid Proposal Will Include Checked Documents

General		Cost	
Bid Proposal Cover Letter	<input checked="" type="checkbox"/>	FOB Price Component Worksheet	<input checked="" type="checkbox"/>
General Terms & Conditions	<input checked="" type="checkbox"/>	Truckload Freight Worksheet	<input checked="" type="checkbox"/>
Usage Estimates	<input checked="" type="checkbox"/>	LTL Freight Worksheet	<input checked="" type="checkbox"/>
Supplier Facility Worksheet	<input checked="" type="checkbox"/>	Blank Sheets	
Item Information Worksheet	<input checked="" type="checkbox"/>	Supplier Facility Worksheet	<input checked="" type="checkbox"/>
Sample Supply Agreement	<input checked="" type="checkbox"/>	Item Information Worksheet	<input checked="" type="checkbox"/>
BK Specification Request	<input checked="" type="checkbox"/>	FOB Price Component Worksheet	<input checked="" type="checkbox"/>
* LTL Freight Worksheet will be printed by system if necessary.			
Truckload Freight Worksheet LTL Freight Worksheet			

FIG. 167



16900

Report: Item Information Worksheet

Supplier: (all)

7/2/97 Bid Proposal Cover Letter
 FOB Price Component Worksheet
 General Terms & Conditions
Item Information Worksheet
 LTL Freight Worksheet
 Sample Supply Agreement
 Supplier Facility Worksheet

Restaurant Services, Inc.
Item Information Worksheet

ATTY
 DS

FIG. 169

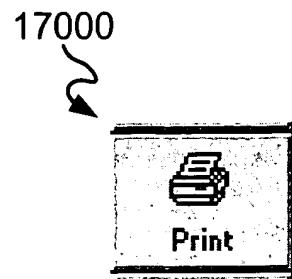


FIG. 170

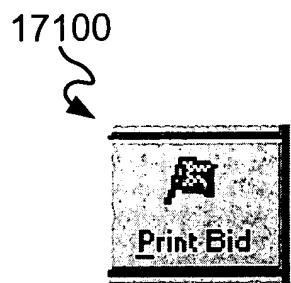


FIG. 171

17200

IDENTIFYING A PROPOSAL UTILIZING A GRAPHICAL USER INTERFACE

INDICATING A PLURALITY OF COMPONENTS OF THE PROPOSAL UTILIZING THE GRAPHICAL USER INTERFACE

ALLOWING THE SELECTION OF THE COMPONENTS UTILIZING THE GRAPHICAL USER INTERFACE

CREATING A PROPOSAL UTILIZING THE SELECTED COMPONENTS

17202

17204

17206

17208

FIG. 172

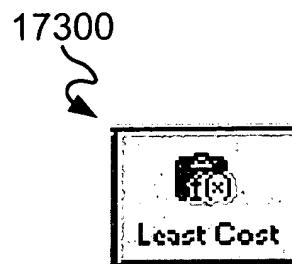


FIG. 173

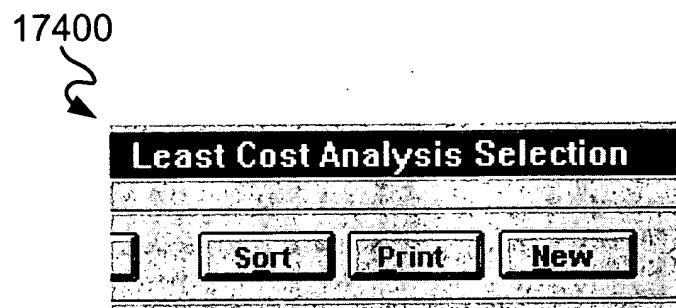


FIG. 174

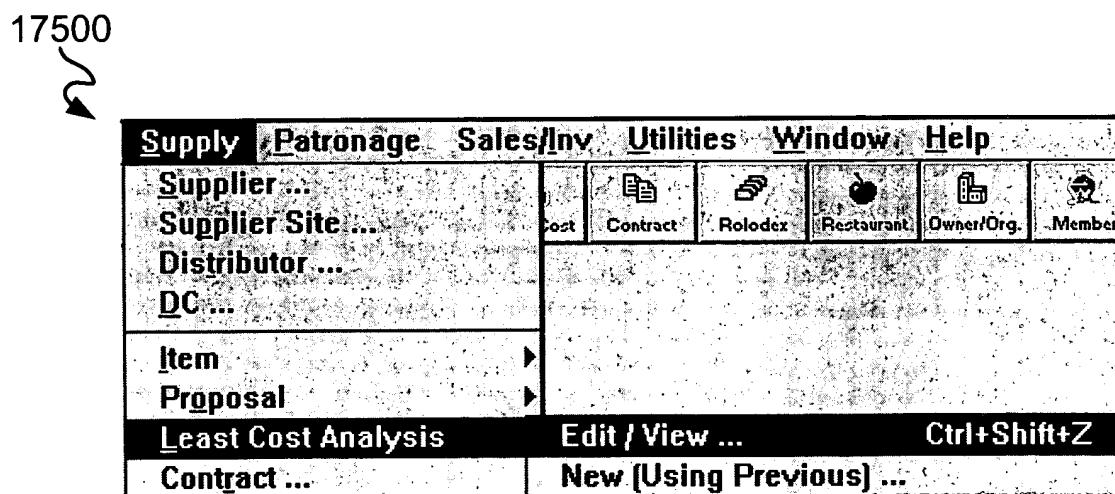


FIG. 175

17600

Bid Proposal Name: (None)

Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)
Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)

FIG. 176

17700

SELECTING BETWEEN A PLURALITY OF OPTIONS UTILIZING
A GRAPHICAL USER INTERFACE, EACH OPTION
CORRESPONDING TO A SEPARATE TECHNIQUE OF
CREATING AN ANALYSIS

17702

GENERATING A NEW ANALYSIS UPON THE SELECTION OF A
FIRST OF THE OPTIONS

17704

EDITING A PREVIOUS ANALYSIS UPON THE SELECTION OF
A SECOND OF THE OPTIONS

17706

INTEGRATING A BID PROPOSAL WITH AN INTEGRATED
ANALYSIS UPON THE SELECTION OF A THIRD OF THE
OPTIONS

17708

FIG. 177

17800

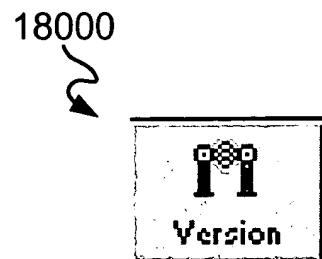
Analysis Name:	Hash Brown Actual	
Analysis ID:	1036	
Buyer:	Dennis Clabby	
Period of Agreement:	10/1/97	THRU 9/30/98
Unit Of Measure:	CASE(S)	

FIG. 178

17900

Version (1) of (9)	Base version
What is the max # of FOB points to allocate to each DC? One FOB	
What is pricing method for this version? FOB + Freight	
What is the RSI Invoice FOB Upcharge (Downcharge)? 0.0000	
Override RDC Truckload Validation? No	
Solution Strategy: Standard	Last Revision: 9/15/97 1:04 PM

FIG. 179



18000

18100

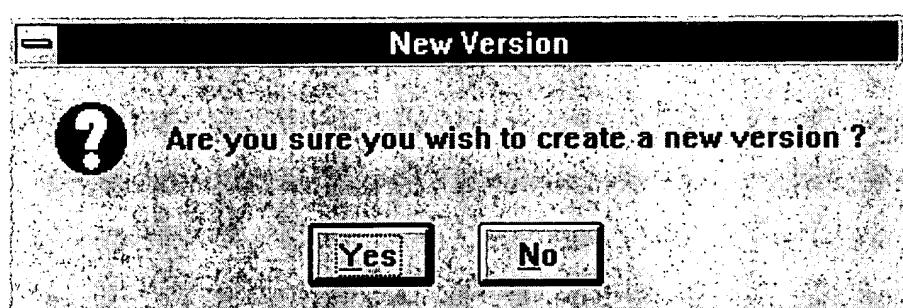


FIG. 181

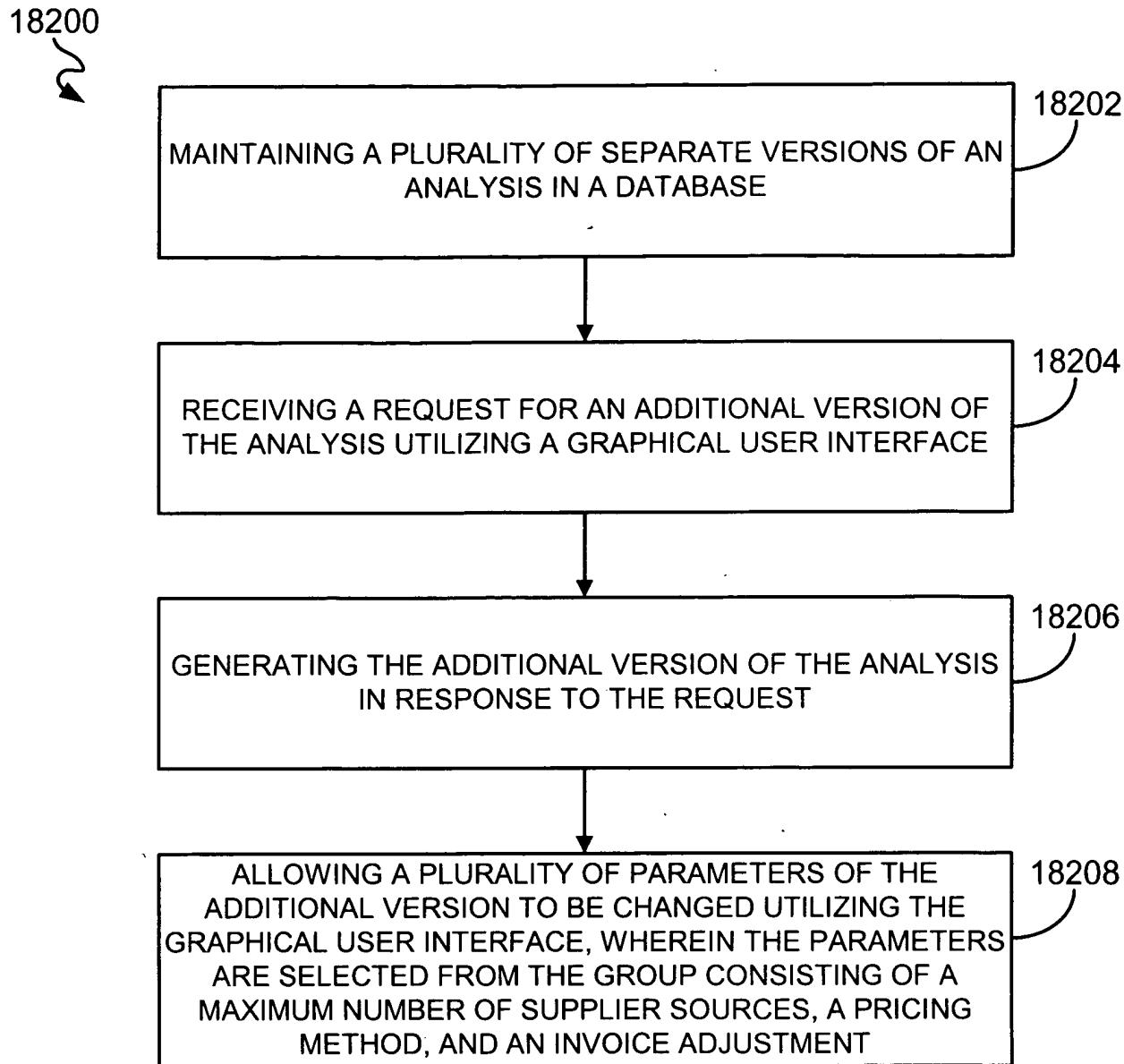


FIG. 182

18300

18300

Search Query Reset

Query Values

Supplier FOB
DOP

7 Rows Selected

Supplier FOB
DOPACO-DOWNTOWN, PA
DOPACO-KINSTON, NC
DOPACO-ST. CHARLES, IL
DOPACO-STOCKTON, CA
IMPERIAL BONDWARE-SHELBYVILLE, IL

18302

FIG. 183

18400

Item Description	Conv. Factor
FRIES-COATED (FRZN)	36

18402

FIG. 184

18500

DISPLAYING A GRAPHICAL USER INTERFACE INDICATING A PLURALITY OF ITEMS

ALLOWING THE SELECTION OF ONE OF THE ITEMS UTILIZING THE GRAPHICAL USER INTERFACE

DEPICTING A SUPPLIER ASSOCIATED WITH THE ITEM IN RESPONSE TO THE SELECTION

ALLOWING A PLURALITY OF PARAMETERS OF THE SUPPLIER TO BE CHANGED UTILIZING THE GRAPHICAL USER INTERFACE

18502

18504

18506

18508

FIG. 185

18600

Item Description	Supplier FOB
CUP-COLD 16 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 22 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 32 OZ	DOPACO-DOWNTOWN, PA

Supplier Item Desc:	16 OZ COLD CUP	Item No:	CP2942
Items per Case:		Tie Qty:	5
Innerpack Contents:	1200	High Qty:	5
Item Size:		Cases Per Pallet:	25
Item Shelf Life:		Stacking Allowed:	<input checked="" type="radio"/> Yes <input type="radio"/> No
Case Length:	22.125	Mandatory	
Case Width:	15.125	Case Cube:	3.43 CUBIC FEET
Case Depth:	17.75	Cases Per Truckload:	769
Case U/M	INCHES	Gross Weight:	29.28 POUND(S)
		Net Weight:	27.28 POUND(S)

FIG. 186

18700



FIG. 187

18800

ENTERING A QUERY IN A SEARCH FIELD OF A GRAPHICAL
USER INTERFACE FOR SEARCHING FOR A PLURALITY OF
SUPPLY CHAIN COMPONENTS

18802

LISTING RESULTS OF THE SEARCH IN A RESULTS FIELD OF
THE GRAPHICAL USER INTERFACE

18804

SELECTING THE RESULTS FROM THE RESULTS FIELD FOR
INCLUSION IN A SUPPLY CHAIN ANALYSIS

18806

FIG. 188

18900

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
CAVENDISH FARMS	<input checked="" type="checkbox"/> Pallet	<input checked="" type="checkbox"/>			<input checked="" type="radio"/> Yes <input type="radio"/> No
J.R. SIMPLOT COMPANY	<input checked="" type="checkbox"/> Pallet	<input checked="" type="checkbox"/>			<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.	<input checked="" type="checkbox"/> Pallet	<input checked="" type="checkbox"/>	200,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No

Supplier FOB	Minimum	Maximum	Include
LAMB-WESTON, INC.-PASCO, WA	90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.-RICHLAND WA	0	55,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.-AMERICAN FALLS ID	90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 189

19000

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
MCCAIN FOODS	<input checked="" type="checkbox"/> Pallet	<input checked="" type="checkbox"/>			<input type="radio"/> Yes <input checked="" type="radio"/> No
NESTLE FOOD COMPANY	<input checked="" type="checkbox"/> Pallet	<input checked="" type="checkbox"/>			<input checked="" type="radio"/> Yes <input type="radio"/> No
ORE-IDA FOODS	<input checked="" type="checkbox"/> Pallet	<input checked="" type="checkbox"/>	225,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No

Supplier FOB	Minimum	Maximum	Include
MCCAIN FOODS,LTD.-PRINCE EDWARD ISLAND	18,000,000	30,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No
MCCAIN FOODS,LTD.-PORTAGE LE PRAIRIE	45,000,000	50,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
MCCAIN FOODS,INC-OTHELLO, WA	27,000,000	132,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 190

19100

DISPLAYING A PLURALITY OF SUPPLIER SITES UTILIZING A
GRAPHICAL USER INTERFACE

19102

DETERMINING A MINIMUM VALUE AND A MAXIMUM VALUE
OF CAPACITY LEVELS ASSOCIATED WITH THE SUPPLIER
SITES UTILIZING THE GRAPHICAL USER INTERFACE

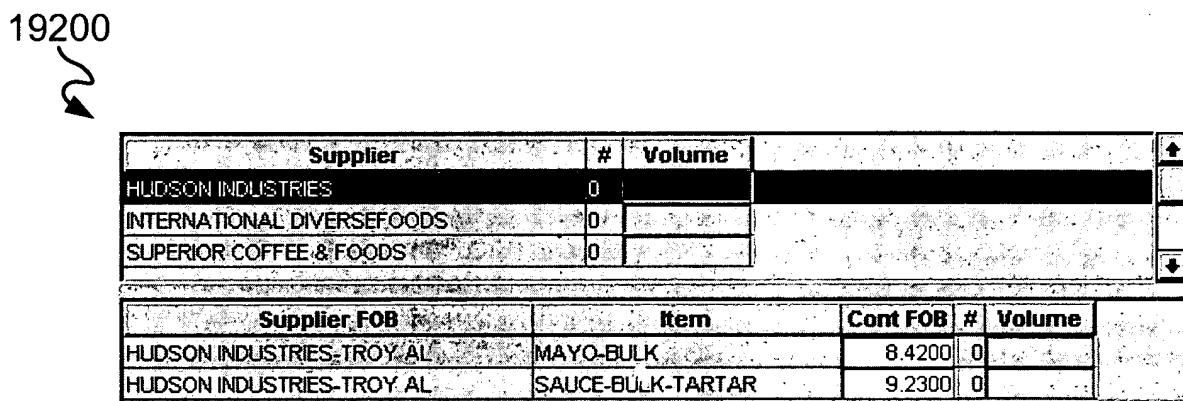
19104

CONDITIONALLY EXCLUDING THE SUPPLIER SITES FROM A
SUPPLY CHAIN ANALYSIS UTILIZING THE GRAPHICAL USER
INTERFACE

19106

FIG. 191

19200



Supplier	#	Volume
HUDSON INDUSTRIES	0	
INTERNATIONAL DIVERSEFOODS	0	
SUPERIOR COFFEE & FOODS	0	

Supplier FOB	Item	Cont FOB	#	Volume
HUDSON INDUSTRIES-TROY, AL	MAYO-BULK	8.4200	0	
HUDSON INDUSTRIES-TROY, AL	SAUCE-BULK-TARTAR	9.2300	0	

FIG. 192

19300

Supplier	#	Volume
SSI FOOD SERVICES	0	
TEXAS AMERICAN FOOD SERVICE	0	
WHITEFORD FOODS	0	

Supplier FOB	Item	Cont FOB	#	Volume
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0026	0	
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0016	1	2,090,000
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0010	2	2,508,000

FIG. 193

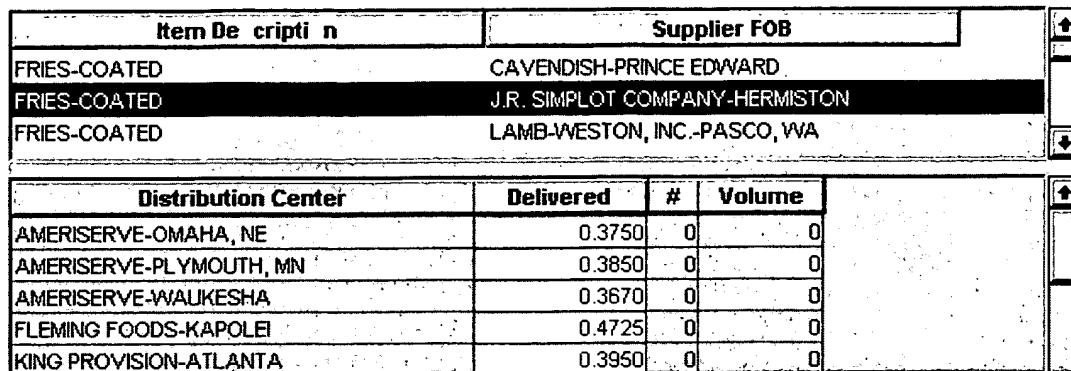
19400

Supplier	#	Volume
VENTURA FOODS	0	
VENTURA FOODS	1	100,000

Supplier, FOB	Item	Cont FOB	#	Volume
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.9400	0	
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.8400	1	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.5100	0	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.4100	1	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.1200	0	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.0200	1	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.5800	0	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.4800	1	

FIG. 194

19500



Item Description	Supplier FOB		
Distribution Center	Delivered	#	Volume
FRIES-COATED	CAVENDISH-PRINCE EDWARD		
FRIES-COATED	J.R. SIMPLOT COMPANY-HERMISTON		
FRIES-COATED	LAMB-WESTON, INC.-PASCO, WA		
AMERISERVE-OMAHA, NE	0.3750	0	0
AMERISERVE-PLYMOUTH, MN	0.3850	0	0
AMERISERVE-WAUKESHA	0.3670	0	0
FLEMING FOODS-KAPOLEI	0.4725	0	0
KING PROVISION-ATLANTA	0.3950	0	0

FIG. 195

19600

RECEIVING A SELECTION OF AT LEAST ONE OF A PLURALITY OF TYPES OF PRICING SCHEMES UTILIZING A GRAPHICAL USER INTERFACE

19602

DISPLAYING A PLURALITY OF SUPPLIER SITES UTILIZING THE GRAPHICAL USER INTERFACE

19604

DEPICTING AT LEAST ONE OF A PLURALITY OF PRICING FIELDS ADJACENT THE SUPPLIER SITES BASED ON THE SELECTION UTILIZING THE GRAPHICAL USER INTERFACE

19606

FIG. 196

19700



Total Rest. Growth Amount		Usage Period	
5.00% ~ 19702		09/01/97 to 08/31/98	
Distribution Center	Current Rest. Count	Restaurant Growth %	Projected Avg. Rest. Count
AMERISERVE/POST-ALBUQUERQUE	27	5.00%	28
AMERISERVE/POST-DENVER	35	5.00%	37
AMERISERVE/POST-SALT LAKE, UT	2	5.00%	2
AMERISERVE-OMAHA, NE	166	5.00%	174

FIG. 197

19800



Item		Item Growth %		Usage Period	
CHICKEN-PATTY		.00			
Distribution Center	Previous Usage	Projected Rest. Count	Coug. Factor	Avg. # RM	DC/Item Growth
AMER-OMAMA	44,035	166	98.49%	24.12	4.00%
AMER-PLYMOUTH	37,141	177	100.00%	18.30	5.00%
AMER-MILWALK	38,520	188	100.00%	19.02	0.00%

FIG. 198

19900

DISPLAYING A PLURALITY OF SUPPLY CHAIN
DISTRIBUTORS UTILIZING A GRAPHICAL USER INTERFACE

19902

ALLOWING THE ENTRY OF A GROWTH VALUE UTILIZING
THE GRAPHICAL USER INTERFACE

19904

CALCULATING A PROJECTED PARAMETER AMOUNT
ASSOCIATED WITH THE SUPPLY CHAIN DISTRIBUTORS
BASED ON THE GROWTH VALUE

19906

FIG. 199

20000

Supplier FOB		Address		
CAVENDISH FARMS	Dieppe	NB	E1A6X4	
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999	
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211	
Distribution Center		Lane Restriction		Honor TL Rate
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE/POST-DENVER	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE/POST-SALT LAKE, UT	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-OMAHA, NE	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-PLYMOUTH, MN	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	<input type="checkbox"/>

20002

FIG. 200

20100

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211
Distribution Center		Lane Restriction	
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver	<input checked="" type="radio"/> Required	<input type="radio"/> Excluded
AMERISERVE/POST-DENVER	<input checked="" type="radio"/> Solver	<input type="radio"/> Required	<input type="radio"/> Excluded

20002

FIG. 201

20200

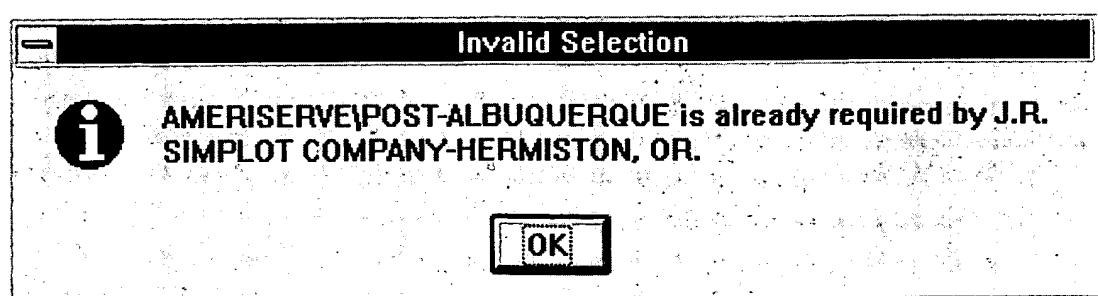


FIG. 202

20300

DISPLAYING A PLURALITY OF DISTRIBUTION CENTERS OF A SUPPLY CHAIN UTILIZING A GRAPHICAL USER INTERFACE

20302

DESIGNATING A LANE RESTRICTION OF EACH OF THE DISTRIBUTION CENTERS UTILIZING THE GRAPHICAL USER INTERFACE

20304

CONDITIONALLY INVOLVING THE DISTRIBUTION CENTERS IN A SUPPLY CHAIN ANALYSIS BASED ON THE DESIGNATION

20306

FIG. 203

20400



Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211
Distribution Center	Truckload Freight	Lane Distance	
AMERISERVEPOST-ALBUQUERQUE	1,617		
AMERISERVEPOST-DENVER	1,277		
AMERISERVEPOST-SALT LAKE, UT	691		

FIG. 204

20500



Supplier FOB		Address					
O.K. FOODS-FORT SMITH AR	Fort Smith	AR	72904				
TYSON FOODS-GREEN FORREST, AR	Green Forest	AR	72638				
TYSON FOODS-RUSSELVILLE AR	Russelville	AR	72801				
Distribution Center	Weight Minimum	LTL	0 to 1,000 LBS	1,001 to 5,000 LBS	5,001 to 10,000 LBS	10,001 to 20,000 LBS	20,000 LBS +
PS-ATLANTA	15,000						1.10
PS-BURLINGTON	15,000	400.00					1.20

FIG. 205

20600

DISPLAYING A PLURALITY OF DISTRIBUTION CENTERS OF A SUPPLY CHAIN UTILIZING A GRAPHICAL USER INTERFACE

RECEIVING A TRUCKLOAD FREIGHT VALUE IN AN INPUT FIELD OF THE GRAPHICAL USER INTERFACE

CONVERTING THE TRUCKLOAD FREIGHT VALUE

PERFORMING A SUPPLY CHAIN ANALYSIS USING THE CONVERTED TRUCKLOAD FREIGHT VALUE

20602

20604

20606

20608

FIG. 206

20700

Analysis Region MCCABE-PORTLAND/RMW-ANCHORAGE	Force FOB <input checked="" type="radio"/> Yes <input type="radio"/> No
Distribution Center Name MCCABE QUALITY FOODS-PORTLAND RESTAURANTS NW-ANCHORAGE	Site Role Corporate & FOB Point Corporate & FOB Point

FIG. 207

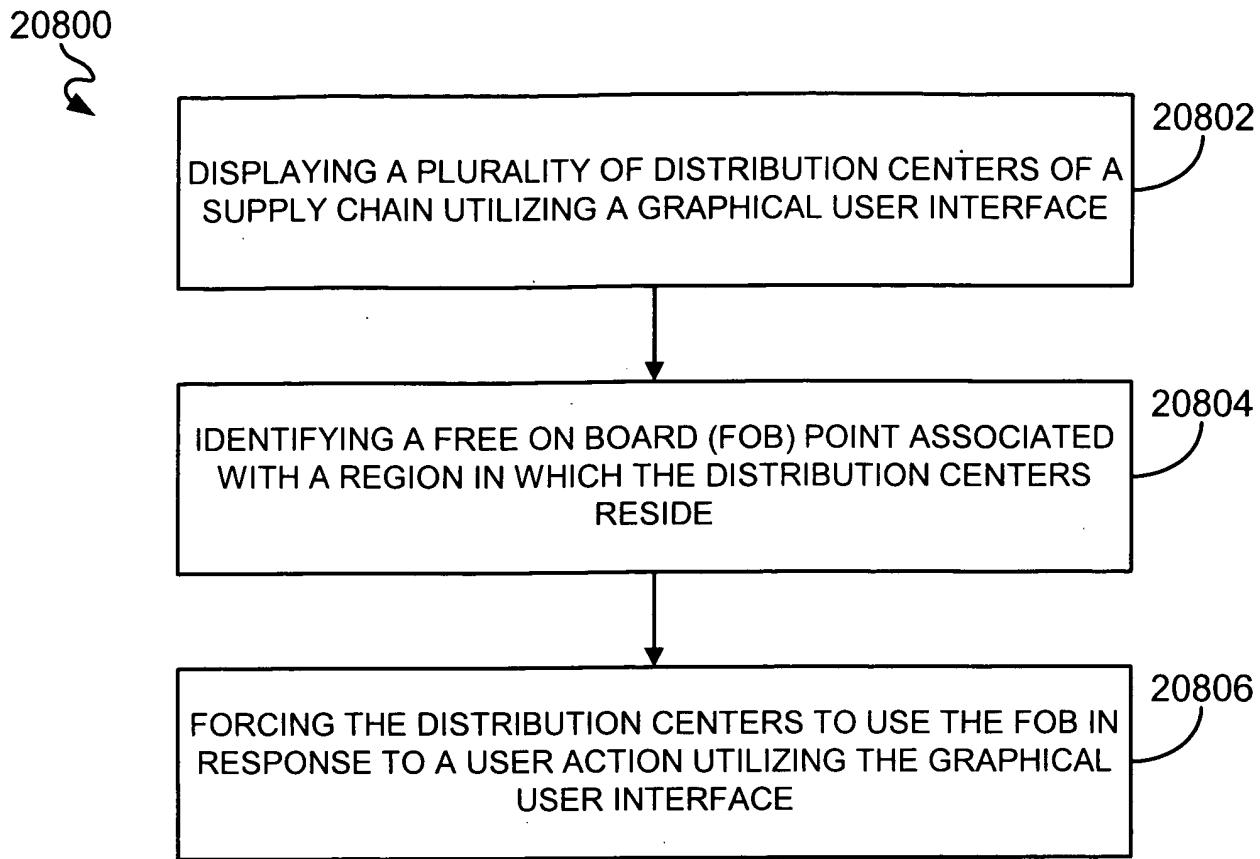


FIG. 208

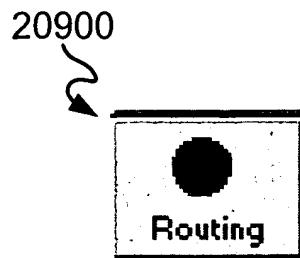


FIG. 209

Report Selection

Report Type: Optimal Product Routing

Report Name:

Report Parameters:

- Supplier: (All)
- Supplier FOB: (All)
- Distribution Center: (All)
- Version: Base Version

- Freight Information Provided
- LTL Routing Grid By Lane
- Routing Results By Lane
- Routing Results By Lane, Item
- Routing Results w/ RDC Breakout By Lane
- Routing Results w/ RDC Breakout By Lane, Item
- TL Freight Variance Analysis

FIG. 210

21100

IDENTIFYING A PLURALITY OF LANES OF A SUPPLY CHAIN

21102

DETERMINING A LOWEST COST ROUTING SCHEME FOR
EACH OF THE LANES

21104

PERFORMING A SUPPLY CHAIN ANALYSIS USING THE
LOWEST COST ROUTING SCHEME

21106

FIG. 211

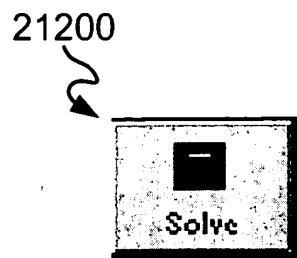


FIG. 212

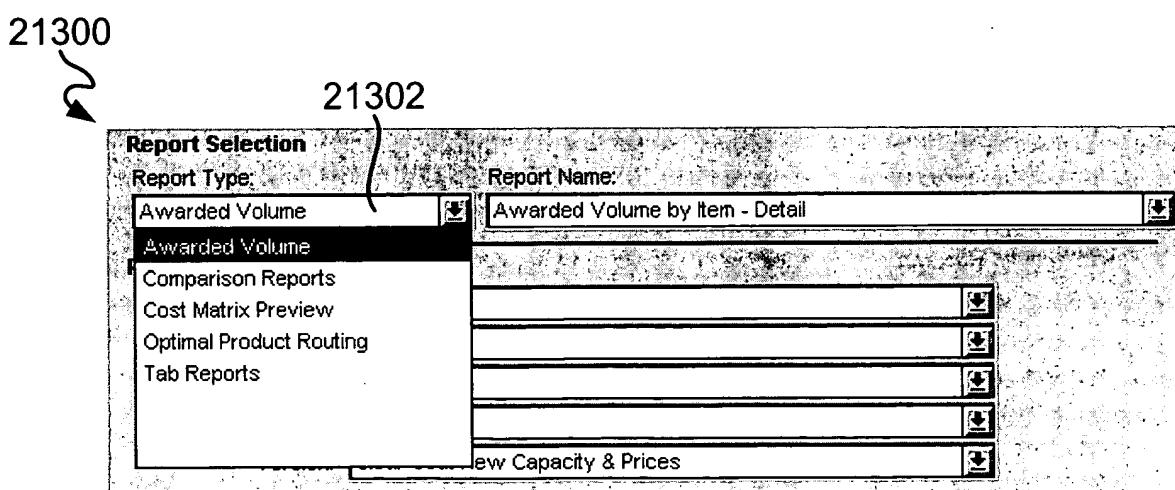


FIG. 213

21400

- Awarded Volume by Item - Detail
- Awarded Volume by Item - Detail**
- Awarded Volume by Item - Freight
- Awarded Volume by Item - Summary
- Competing DC Freight Analysis by Item
- Lane Assignment Matrix
- Lane Weighted Average Delivered Cost

FIG. 214

21500

- Assigned Volume Percentages (no conversion)**
- Assigned Volume Percentages (with conversion)
- Invoice FOB Detail Comparison (no conversion)
- Invoice FOB Detail Comparison (with conversion)
- Invoice FOB Savings Comparison (no conversion)
- Invoice FOB Savings Comparison (with conversion)

FIG. 215

21600

Report Type:	Report Name:
Comparison Reports	<input type="button" value="▼"/>
Assigned Volume Percentages (no conversion)	

FIG. 216

21700

- Report Name:**
- Assigned Volume Percentages (no conversion)
- Assigned Volume Percentages (no conversion)
- Assigned Volume Percentages (with conversion)
- Invoice FOB Detail Comparison (no conversion)

FIG. 217

21800

Item: HASH BROWNS(ROUND)

Comparison Versions:

- Base version
- With LTL riding with CCF, forced TL
- LTL moving with CCF, no Cavendish

Include Cost Matrices: Yes No



FIG. 218

21900



FIG. 219

22000

SELECTING A PLURALITY OF SUPPLY CHAIN ANALYSES

22002

LOCATING RESULTS OF THE SELECTED SUPPLY CHAIN ANALYSES

22004

COMPARING THE RESULTS OF THE SUPPLY CHAIN ANALYSES

22006

GENERATING A REPORT ON THE COMPARISON

22008

FIG. 220

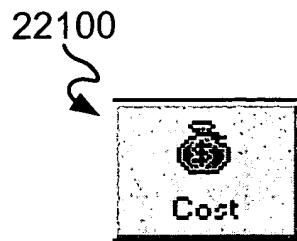


FIG. 221

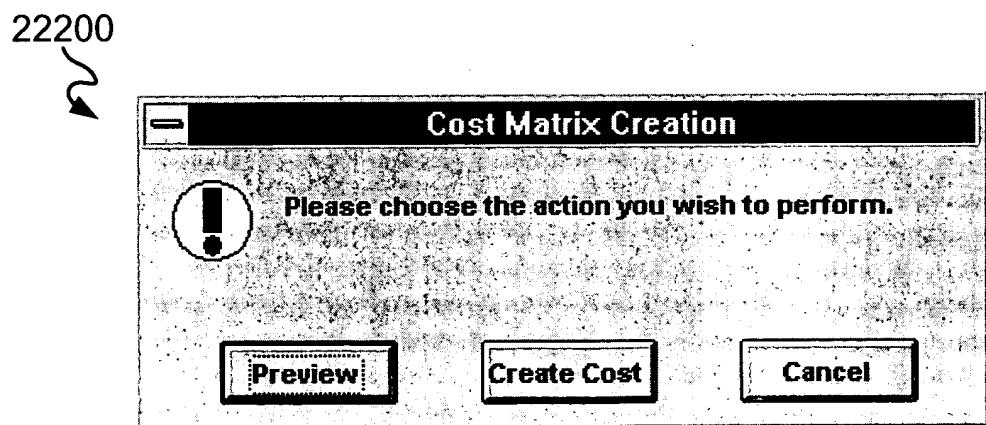


FIG. 222

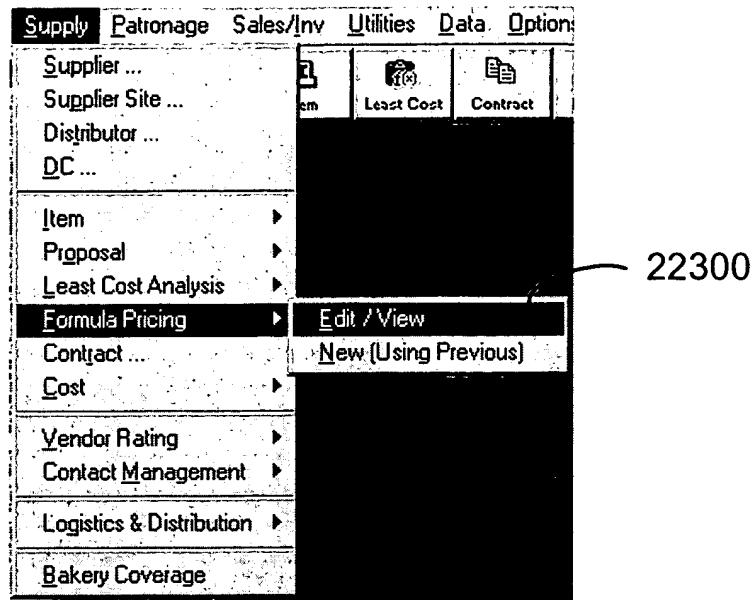


FIG. 223

22400

Formula Pricing - BEEF - 77% - 04/06/98

General Info Pricing Freight Formulas Block Cost Adjustments

Pricing ID:

Description: Beef Pricing 04/06/01

Item: BEEF - 77%

Raw Material Pricing Date: 04/06/01 From: 03/23/01 To: 04/03/01

Cost Matrix Begin Date: 03/15/01 End Date: 03/28/01

FOB Adjustment Amount: 0.0000

FIG. 224

22500

Date	FRSH DOM 50% TRIM	FRSH DOM 65% TRIM	FRSH DOM 73% TRIM	FRSH DOM 75% TRIM	FRSH DOM 80% LEAN	FRSH DOM 85% LEAN	FRSH DOM 90% LEAN BL	FRSH DOM 90% LEAN VW	FRSH DOM 90% LEAN YW	FRZN	IMP AUS	Lean Beef
03/23/98	0.8800	0.9100	0.9052	0.9300	0.9318	0.9900	0.9900	0.9950	1.0000	0.9500	0.9500	0.7960
03/24/98	0.8800	0.9100	0.9149	0.9400	0.9224	0.9800	1.0000	1.0500	1.1000	0.9400	0.9600	0.8400
03/25/98	0.8800	0.9150	0.8857	0.9100	0.9224	0.9800	1.1000	1.1500	1.2000	0.9500	0.9300	0.9200
03/26/98	0.8850	0.9155	0.8945	0.9190	0.9275	0.9855	1.2000	1.2500	1.3000	0.9600	0.9500	1.0000
03/27/98	0.8900	0.9200	0.9344	0.9600	0.9275	0.9855	1.0000	1.0500	1.1000	0.9550	0.9800	0.8400
03/30/98	0.8800	0.9300	0.9441	0.9700	0.9318	0.9900	0.9995	0.9998	1.0000	0.9870	0.9650	0.7998
03/31/98	0.8860	0.9160	0.9539	0.9800	0.9412	1.0000	1.1000	1.1250	1.1500	0.9550	0.9870	0.9000
04/01/98	0.8700	0.9200	0.9393	0.9650	0.9224	0.9800	1.2000	1.2300	1.2600	0.9630	0.9630	0.9840
04/02/98	0.8500	0.9400	0.9490	0.9750	0.9318	0.9900	1.0000	1.0250	1.0500	0.9540	0.9870	0.8200
04/03/98	0.8515	0.9700	0.9539	0.9800	0.9412	1.0000	1.1000	1.0750	1.0500	0.9580	0.9870	0.8600
	0.8753	0.9247	0.9275	0.9529	0.9300	0.9881	1.0650	1.0950	1.1210	0.9572	0.9659	0.8760

FIG. 225

22600

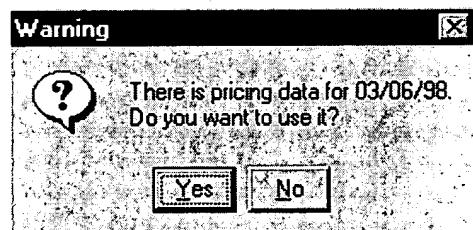


FIG. 226

22700

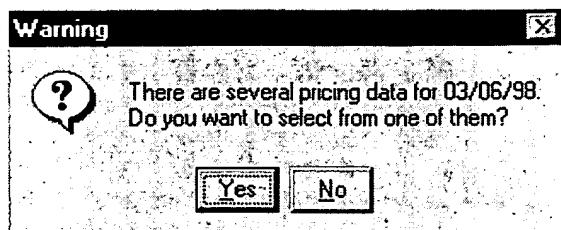


FIG. 227

22800

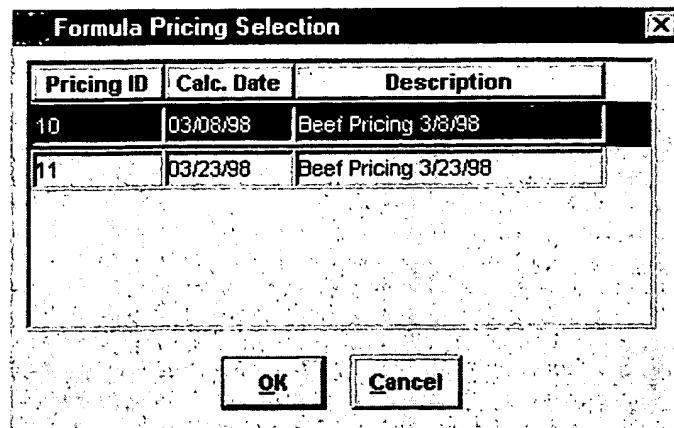


FIG. 228

22900

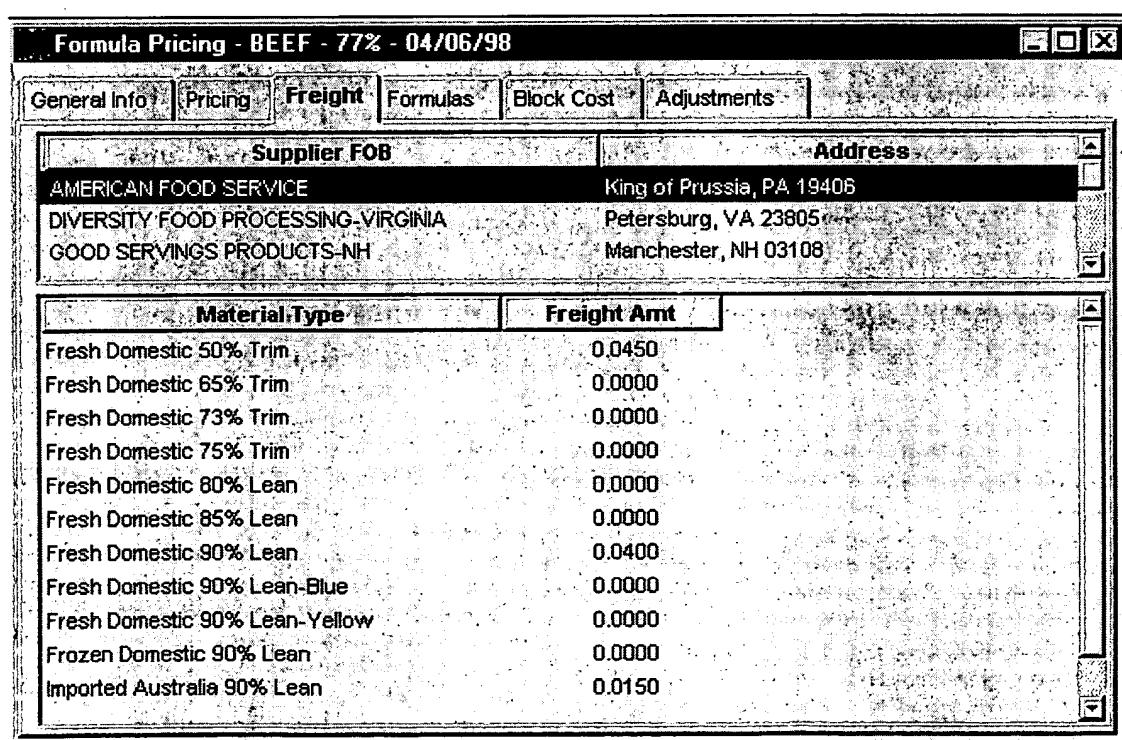


FIG. 229

23000

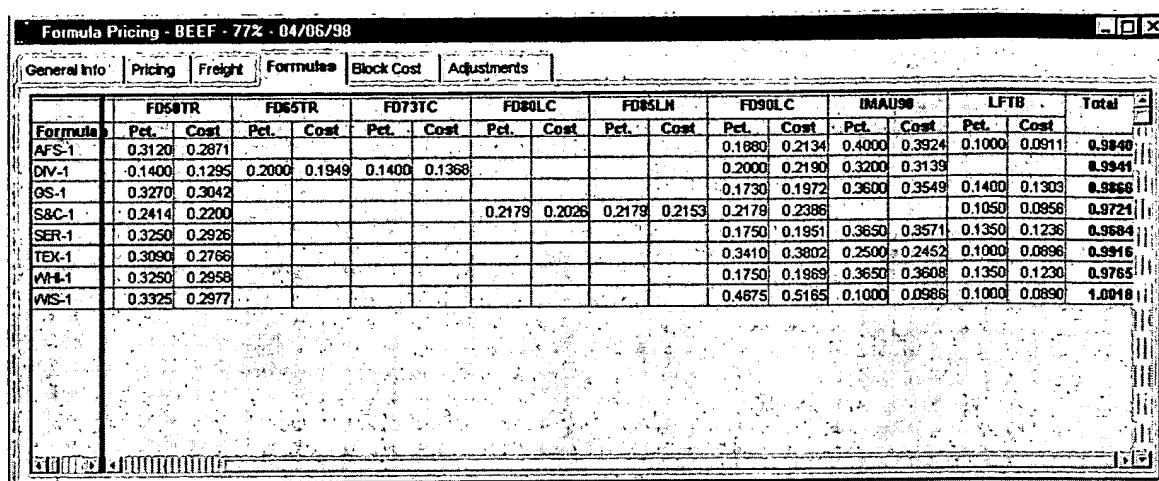


FIG. 230

23100

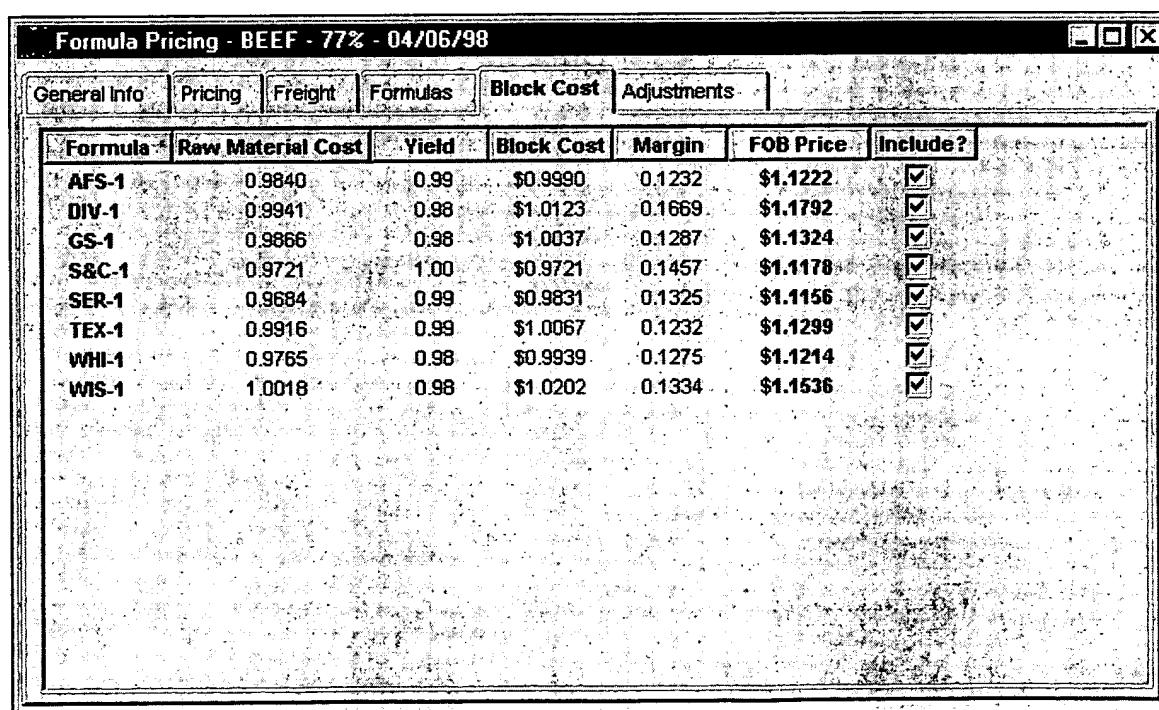


FIG. 231

23200

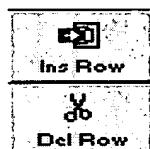
Formula Pricing - BEEF - 77% - 04/06/98

General Info	Pricing	Freight	Formulas	Block Cost	Adjustments	
Formula	Raw Cost	Yield	FOB Price	Margin	Adjustments	Adj. FOB Price
AFS-1	0.9840	0.9850	0.9990	0.1232	0.0000	1.1222
DIV-1	0.9941	0.9820	1.0123	0.1669	0.1500	1.3292
GS-1	0.9866	0.9830	1.0037	0.1287	0.0000	1.1324
S&C-1	0.9721	1.0000	0.9721	0.1457	0.0000	1.1178
SER-1	0.9884	0.9850	0.9831	0.1325	0.0000	1.1156
TEX-1	0.9916	0.9850	1.0067	0.1232	0.0000	1.1299

Amount: 0.1500 Adjustment Desc: Upcharge

FIG. 232

23400



23300

23302

FIG. 233



FIG. 234

23500

Formula ID	Facility	Description	Short Name
5	AMERICAN FOOD SERVICE	American Food Service Formula A	AFS-1
7	DIVERSITY FOOD PROCESSING - VIRGINIA	DIV Formula - 1b	DIV-1
8	GOOD SERVINGS PRODUCTS - NH	Good Servings Formula 1	GS-1

Number of Rows: 14

Material Type	Begin Date	Percentage
Fresh Domestic 50% Trim	10/03/1997	31.2000%
Fresh Domestic 73% Trim	10/01/1996	20.0000%
Fresh Domestic 85% Lean	10/01/1997	5.0000%
Fresh Domestic 90% Lean	10/01/1997	18.8000%

Number of Rows: 6

100.0000%

FIG. 235

23600

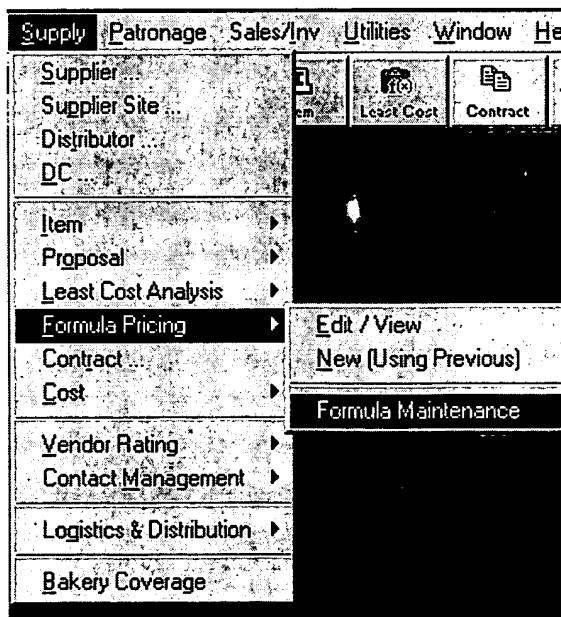


FIG. 236